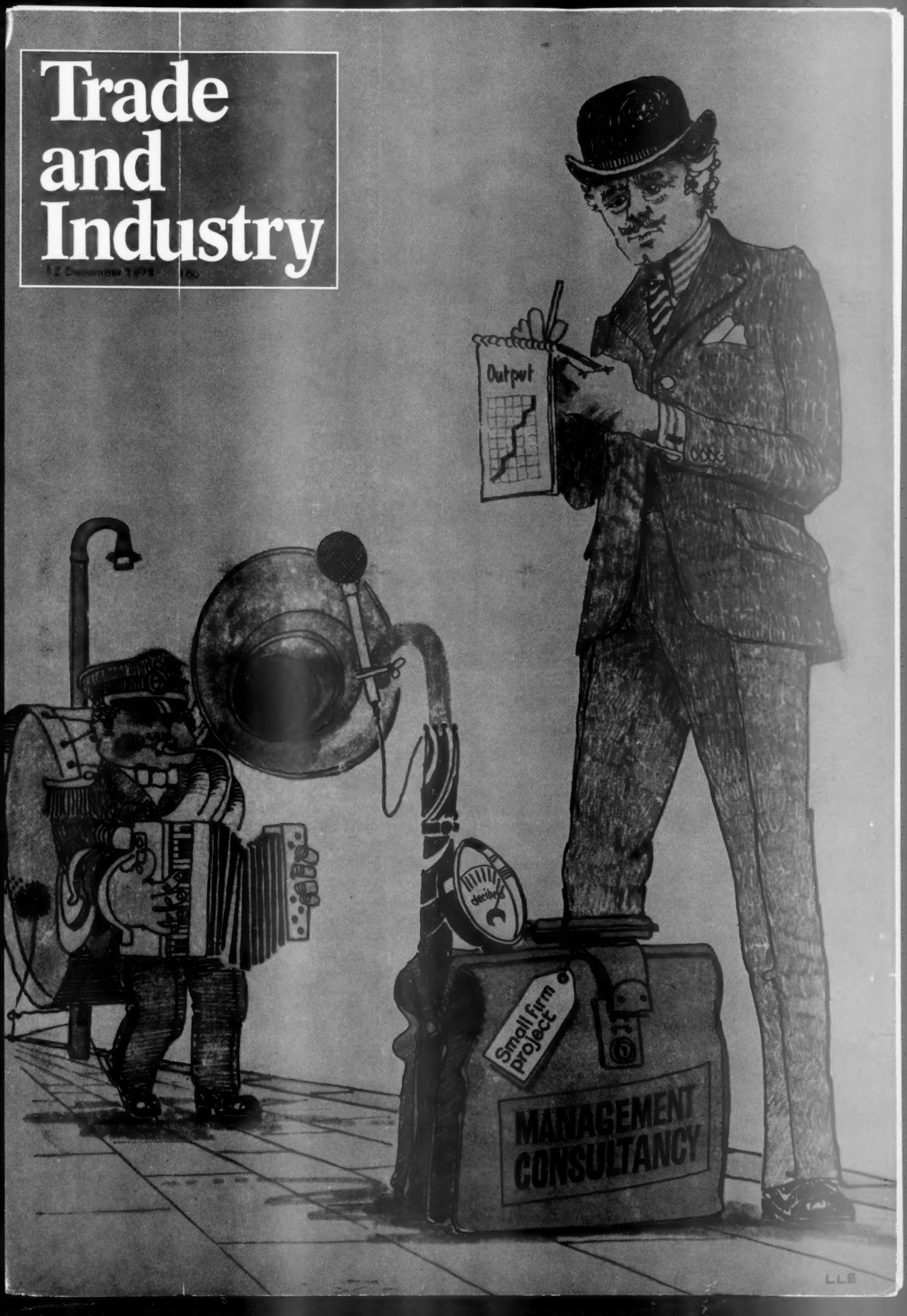
Trade and Industry

12 December 1974 10p



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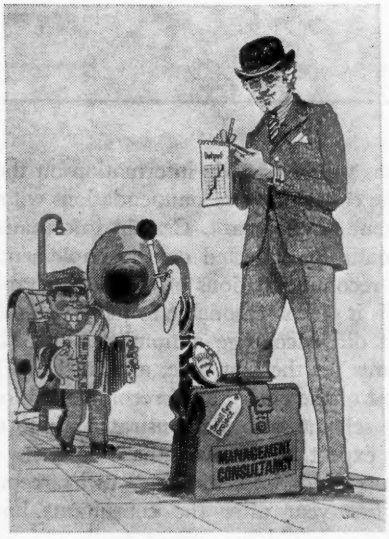
Trade and Industry

12 December 1974

News from the Departments of Industry·Trade·Prices & Consumer Protection



Blow harder to reach more customers. . . . Even the smallest of small firms can benefit by making use of a management consultant. This one recognises the value of having his output measured. A pilot scheme to encourage the use of consultants by small firms in the Bristol and Glasgow areas indicates that most small firms who employ consultants are satisfied with the results. The scheme is described on page 558.

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Britain

It pays smaller firms to use consultants

Pilot scheme demonstrates value of consultants *

by C. D. Jones

In June 1968 the Board of Trade announced a scheme to encourage the wider use of consultants by small firms.† Initially the scheme was to be a pilot one in the Bristol and Glasgow areas only. It was aimed at firms with between 25 and 500 employees although it was made clear that these were not rigid limits. Consultants had to be used for advice on measures intended to increase the efficiency of the firm. Where the consultants were used in this way the Board of Trade would pay half the consultants' fees up to a maximum of £5,000. The pilot scheme was closed at the end of February 1969 in that no further applications for grants were accepted after that date.‡ Consultancy assignments financed under this scheme only finally came to an end during 1972.

One of the conditions for receiving a grant under this scheme was that firms would provide information on their implementation of the consultants' recommendations within 12 months of payment of the grant. Certain information was therefore systematically collected on the implementation by firms of the recommendations of each consultancy assignment. From this it seems reasonable to judge the pilot scheme a success. It did encourage a number of smaller firms to use consultants for the first time, and in the large majority of cases most of the consultants' recommendations were adopted. The scheme also demonstrated that, on average, firms can expect to recover the full costs of employing consultants and implementing their recommendations in the first year after the consultants have reported, although they should not expect to do quite as well as forecast by the consultants.

C. D. Jones, an Economic Adviser to the Department of Industry.

Eighty firms in Bristol and 147 in Glasgow received grants under the pilot scheme, some commissioning more than one consultancy assignment within the maximum grant of £5,000 per firm. The average cost of the total of 258 consultancy assignments commissioned was £3,374 and the assignments were generally of short duration, with more than three-quarters of those for which times were given taking less than 21 consultant weeks. The two most popular areas for the assignments were production, and finance and administration; in this the firms using consultants under the pilot scheme follow the pattern which appears to be set by firms in general when employing management consultants.

One of the main aims of the pilot scheme was to encourage the use of consultants by smaller firms who were felt less likely, on average, to have previously taken advantage of such services. Since half of the firms using consultants under the pilot scheme had not used consultants before, and since there was a tendency for the proportion having used consultants previously to increase as the firm size increased, it may seem that the pilot scheme did have some success in encouraging smaller firms to use consultants where they might not otherwise have used them.

In all, 75 organisations of consultants were used on the assignments covered by the pilot scheme. As was to be expected, the majority of the business was obtained by the larger consultancy organisations; but the data does not suggest that these better known consultants can be expected to be more successful in dealing with assignments from the smaller firm.

Consultants were chosen by firms in a variety of ways. The most common methods were that they had used them previously, had personal knowledge of them or had them recommended by some other firm. Generally firms were satisfied with the consultants who carried out the assignment; however, in just under 25 per cent of the cases the firm was only partially satisfied, and in a little less than 5 per cent of the cases the firms were dissatisfied. The firms that were

Firms taking part by size group

Number of employees	Bristol	Glasgow	Total
1-25	3	6	9
26-50	15	22	37
51-100	20	28	48
101-150	4	11	15
151-200	4	20	24
201-250	4	7	11
251-300	1	8	9
301-400	6	11	17
401-500	6	6	12
Over 500	17	28	45
Totals	80	147	227

* The contents of this article and of the report referred to are the views of the author and are not necessarily endorsed by the Department.

† See *Board of Trade Journal*, 14 June 1968 (page 1784).

‡ See *Board of Trade Journal*, 14 February 1969 (page 418).

Assignments by total cost

Total cost (£)	Bristol	Glasgow	Total
Up to 1,000	33	43	76
1,001-2,000	19	28	47
2,001-3,000	14	20	34
3,001-4,000	9	18	27
4,001-5,000	1	9	10
5,001-6,000	5	14	19
6,001-7,000	2	7	9
7,001-8,000	3	8	11
8,001-9,000	—	1	1
9,001-10,000	2	7	9
Over 10,000	6	9	15
Totals	94	164	258

partially or completely dissatisfied were spread over the complete size range without any tendency for, say, smaller or larger firms to be more prone to dissatisfaction.

As an initial guide to the success or failure of the pilot scheme firms were asked how many of the consultants' recommendations they had adopted. In almost 80 per cent of the assignments over half of the recommendations were adopted, whilst none of the recommendations had been adopted in less than 5 per cent of the assignments.

On this basis, therefore, the scheme can be judged successful, but there is the problem that not all recommendations were as important as one another. In order to overcome this problem firms were asked, where possible, to estimate the cash values of the benefits they had received from adopting the recommendations. They were similarly asked to estimate the cost of implementation of the recommendations (ie excluding the consultants' fees), so that the net benefits from implementation could be obtained. It was then hoped to compare these costs and benefits with those estimated by the consultants where they did an estimate.

In the 93 assignments where firms were able to put cash values on some of the benefits, these benefits were estimated to be worth £965,000 in the first year of implementation, with £839,000 of this expected to recur in subsequent years. The consultants' fees involved in obtaining these benefits were almost £460,000 giving an average gross return in excess of 200 per cent in the first year.

Implementation costs

Firms were able to estimate (ie to put cash values on) the implementation costs for 116 assignments, but this number does not include all the 93 assignments where firms were able to estimate the benefits – in many cases it was much easier to put a value on implementation costs than on the benefits. These implementation costs totalled £370,000 in the first year of implementation, with costs of £153,000 in subsequent years. The consultants' fees in these cases totalled just over £445,000.

In the first year of implementation it therefore appeared that, on average, implementation costs were just over 80 per cent of the consultants' fees. Together these two items represented the total cost of obtaining the benefits. Gross benefits in the first year were therefore shown in excess of 200 per cent of the consultants' fees, while gross costs were just over 180 per cent. So it appeared that, on average, the total costs of the assignments were recovered in the first year of implementation. Benefits could also be achieved in subsequent years far in excess of any necessary further implementation costs.

In those cases where the consultants estimated the costs and benefits, their estimates of these were, not surprisingly, much larger than the cash values estimated by the firms. Thus the net returns from using consultants were lower than those forecast by the consultants. In practice, however, this may well be due to the adoption of less than the consultants' recommendations.

Summaries of disaggregated analyses

In addition to the overall analysis of those assignments where cash value could be placed on the costs and/or benefits, a number of disaggregated analyses were undertaken. The results of these can be summarised as follows:

(i) Where an assignment covered one area of specialisation only (eg production), it was likely to be more financially successful than one that covered two or more areas of specialisation (eg production and marketing).

(ii) There was no statistically significant relationship between the length of an assignment and the net benefits – the ratio between gross benefits received and gross costs incurred – obtained.

(iii) There was no relationship between the size of the firms and the net benefits obtained.

(iv) There was no evidence that firms that had used consultants previously were able to secure greater net benefits than those that had not.

Qualitative assessments

As it was not in all cases possible to estimate the costs and benefits of implementation in cash terms it was decided to seek a qualitative assessment for each assignment. This meant giving a rating to each assignment on a scale between one and five, with five standing for complete success. The median score for this rating was four and there were only 40 assignments that were rated partial or complete failures (ie rated two or one). So again, on average, the assignments were judged to be reasonably successful.

In those cases where cash values had been put on the costs and/or benefits it was possible to compare these cash values with the qualitative assessments for the same cases. In these cases the net benefits did correspond to the qualitative assessment, and this suggests that the qualitative assessments are a reasonable guide to the success of the assignments where no cash estimates were possible.

The information received from the firms involved in this pilot scheme in Bristol and Glasgow, which is summarised above, is analysed in detail in a report published today (12 December) entitled *Consultancy and the Smaller Firm*, by C. D. Jones. Individual copies of the Report are available free of charge on application to the Department of Industry's Regional Offices or Small Firms Information Centres or from Industrial and Commercial Policy Division, Room 601B, 1 Victoria Street, London SW1H 0ET.

Home News

Tony Benn on five ways to achieve industrial democracy

Tony Benn, Secretary of State for Industry, speaking at a Transport Salaried Staffs' Association meeting at the House of Commons on 3 December said that trade unions will have a major task to cope with the extension of democratic management in British industry. He continued: 'The Government through its coming legislation including the NEB and Planning Agreements will create the opportunity for that permanent alteration in the relationships in British industry for which we have been working. The responsibility for translating this task into the reality of a new role for workers in the plant will rest with the trade union movement.

'The TUC proposals discussed at the last Congress made a very important contribution to this process. I want to suggest five ways in which this initiative can be followed up.

1 Employees – including salaried management – who are not now members should join their appropriate union. Without trade union representation people cannot be effectively represented when industrial decisions affecting their own lives are taken.
2 Trade unions who have chosen not to affiliate to the TUC should now reconsider their policy to bring themselves into the wider body of organised labour so that their views can be more effectively expressed.
3 Trade unionists at the working level should begin now to develop joint consultative machinery within the firm in which they work, so as to make their influence felt more directly on management planning in preparation for Planning Agreements and the provision for disclosure that will go with it.
4 Unions should continue to develop the range of subjects upon which they now bargain to bring into that process discussions about industrial democracy and those long term elements of policy, hitherto regarded as the prerogative of management, which in future must progressively become issues to be jointly agreed and jointly decided. Nowhere is this more necessary than in the nationalised industries themselves.
5 The links between the TUC, national unions, and their full time officials on the one hand; and the newly emerging shop floor committees on the other, need to be strengthened so as to allow trade unions and workpeople generally to take advantage of the opportunities for greater industrial democracy that Labour's new policy now offers.'

Training films in industrial democracy

A new set of six management training films under the general title 'Exploration in Management' is now available, covering the experience in industrial democracy of Lord Wilfrid Brown's company, Glacier Metals. The films were previewed at the Mayfair Hotel on 5 December and it is hoped to arrange a showing for MPs at the House of Commons. The 16 mm colour films which run for about 25 minutes may be purchased individually for £150 + VAT (£800 the set) from GIM Ltd., 17 King Edwards Road, Ruislip, Middlesex HP4 7AF (Tel. Ruislip 74158). They are also available as video cassettes.

Both forms can be hired, individual films at £30 for seven days, cassettes at £25 for the same period. Details from Training Films International, 14 St. Mary's Street, Whitchurch, Shropshire (Tel. Whitchurch 2597).

Tony Benn's statement on HS 146 . . .

In a statement to Parliament on the HS 146 aircraft project, Tony Benn, Secretary of State for Industry, said on 9 December that he had held full discussions with the trade unions and Hawker Siddeley Aviation and had received many views from Members of Parliament and the public.

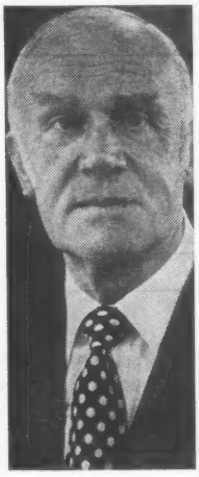
The company had told him that it was willing to contemplate carrying on the project only if the Government provided all the funds from now on which would be at least £120 million over the next three years at today's prices. This would represent a substantial increase on the original estimate.

'The Government have now completed a thorough review of all the options,' said Mr. Benn. 'We have had to accept that the 50-50 funding is no longer open to us and we have decided, taking all the factors into account, that we cannot justify 100 per cent Government funding.

'The Government are, however, concerned to maintain this type of capability in the civil aircraft industry and to give the board of the new nationalised aircraft corporation the opportunity of reviewing the HS 146 project itself in the light of the circumstances of the time and its plans for the industry as a whole.

'Sir Arnold Hall, on behalf of Hawker Siddeley, has assured me that the company will retain the necessary jigs, tools and drawings etc. on the HS 146 and relevant design capacity. The Government will be prepared if necessary to contribute towards the relatively minor costs of keeping the option open.'

Sir Don Ryder – Industrial Adviser



The Prime Minister has approved the appointment of Sir Don Ryder to be Industrial Adviser to the Government. The appointment took effect on 10 December and Sir Don is working in the Cabinet Office. Departmental responsibility for industrial policy remains with the Secretary of State for Industry. Sir Don's advice will be available to the Secretary of State and to other Ministers.

. . . and on British Leyland

Tony Benn, Secretary of State for Industry, made the following statement about British Leyland in Parliament on 6 December.

'Discussions have been taking place with the company regarding both its short-term requirements for working capital and its long-term investment programme. Because of the company's position in the economy as a leading exporter and of its importance to employment both directly and through the many firms that are dependent on it, the Government are informing the company's bankers that the approval of Parliament will be sought for a guarantee of the working capital required over and above existing facilities. I am satisfied that this will enable the company's requirements to continue to be met without interruption.

'In response to the company's request for support for their investment programme, the Government also intend to introduce longer-term arrangements, including a measure of public ownership. In order to help the Government in framing a scheme for this purpose, it proposes to appoint a high level team, led by Sir Donald Ryder and including members drawn from the IDAB, to advise on the company's situation and prospects and the team will consult the company and the trade unions in the course of their work.

'A further statement about the arrangements for the inquiry team will be made shortly, and I will also put before the House the proposed guarantee to the banks for their approval.'

Government's support for more-powerful RB211 engine

Tony Benn, Secretary of State for Industry, has given details of Government support for the RB211-524 aeroengine.

In answer to a written Parliamentary Question from Mr. Phillip Whitehead, (Derby, N.) on 5 December he said:

'Since 1972 the Government has been providing Rolls-Royce (1971) with financial contributions towards the launch costs of a more-powerful version of the RB211 aeroengine, designated the RB211-524. In September 1974 the Government undertook to give support for the completion of the launch programme and to agree to a production commitment for the -524 for use in the Lockheed TriStar, as soon as a firm order was obtained for these engines. An order was placed later in September and a contract has now been signed to give effect to this support.

'As previously announced the estimated total launch cost for the -524 for the TriStar in £45 million at 1973 prices. The Government will make agreed phased contributions up to 1978 which, including payments already made, will bring the direct Government support for the -524 to a total of £26.3 million, but the payments for 1976 and subsequent years will be subject to escalation based on cost increases after 1975. The Government contributions are recoverable by a levy on engine sales.

'The Government has informed Rolls-Royce (1971) Ltd. that it will also support further development and applications of the -524 for use in the Boeing 747 when a further major order in obtained in addition to that from British Airways.'

Decrease in office development permits

The standstill in the issue of office development permits during the latter part of 1973-74 had a marked effect on the level of approvals for the year as a whole, according to the annual report on control of office development*, which has been presented to Parliament by the Secretaries of State for the Environment and for Wales.

Under Section 74 of the Town and Country Planning Act 1971 restrictions are imposed on the creation of office space in the London Metropolitan region and in any other area designated by Order. As a result of Orders made in previous years, the restrictions at present apply to the area covering the entire South East Economic Planning Region. The exemption limit above which office developments require permits at present stands at 10,000 sq. ft. gross in the whole of the controlled area.

The total number of permits granted for the year ended 31 March 1974 was 375, compared with 488 the year before. Gross floor area was 21,887,000 sq. ft., compared with 25,640,000 sq. ft. previously.

Until the imposition of the standstill in December 1973 (with modifications in January 1974), the control was operated during the year in question in accordance with the objectives of continuing to encourage dispersal from London of activities which could effectively be carried out elsewhere, while at the same time enduring the provision in Greater London of sufficient new office space for essential commercial needs.

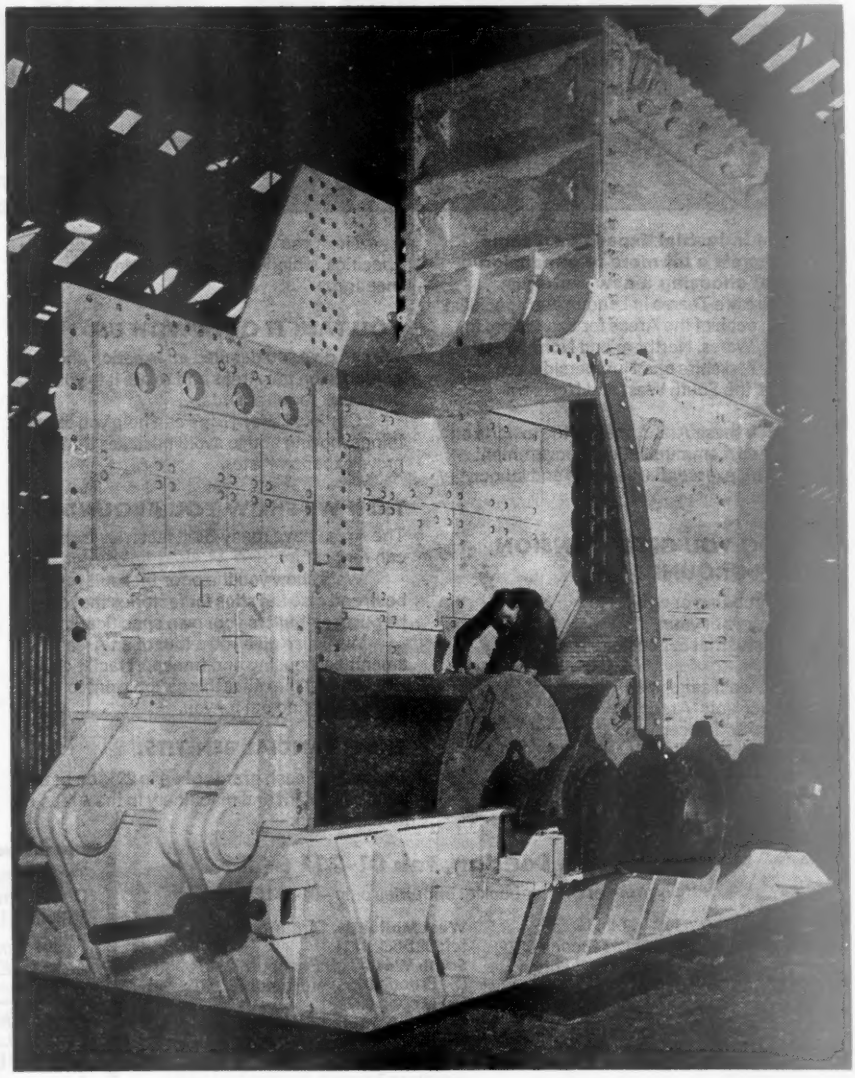
The tendency was, as before, to allow office proposals in Greater London for specific users able to demonstrate their need for a London location; and in Central London for specific occupiers demonstrating a sufficient need to be there.

In Central London, which has the highest incidence of large office projects, the average space per permit remained virtually the same at 68,000 sq. ft. gross, compared with 69,000 sq. ft. gross the year before. There was an increase in the average in the rest of Greater London from 48,000 sq. ft. to 61,000 sq. ft. and in the Metropolitan region outside Greater London from 43,000 sq. ft. to 49,000 sq. ft. The figure for the remainder of the South East remained the same at 50,000 sq. ft.

* Town and Country Planning Act 1971 Control of Office Development: Annual Report by the Secretary of State for the Environment and the Secretary of State for Wales (HM Stationery Office, price 14p).

New industries for Wales

New industrial developments in Ebbw Vale and Anglesey have been announced by John Morris, Secretary of State for Wales. Speaking to the Welsh Grand Committee on 4 December that Winstones Rollers Ltd. will built a new factory at Cwm Draw, Ebbw Vale, and that the vacant 10,000 sq. ft. Department of Industry factory at Llangefui,



Final inspection of the rotor assemblies of one of the world's largest impact breakers. Each rotor is supported by two large SKF spherical roller bearings. The breaker has recently been installed at the factory of Staveley Lime Products Ltd., Dove Holes Quarry, near Buxton. Built by Sheepbridge Equipment Ltd., Chesterfield, it can reduce rock cubes from 1,500 mm. to 75 mm. in one pass at the rate of 1,200 tons per hour.

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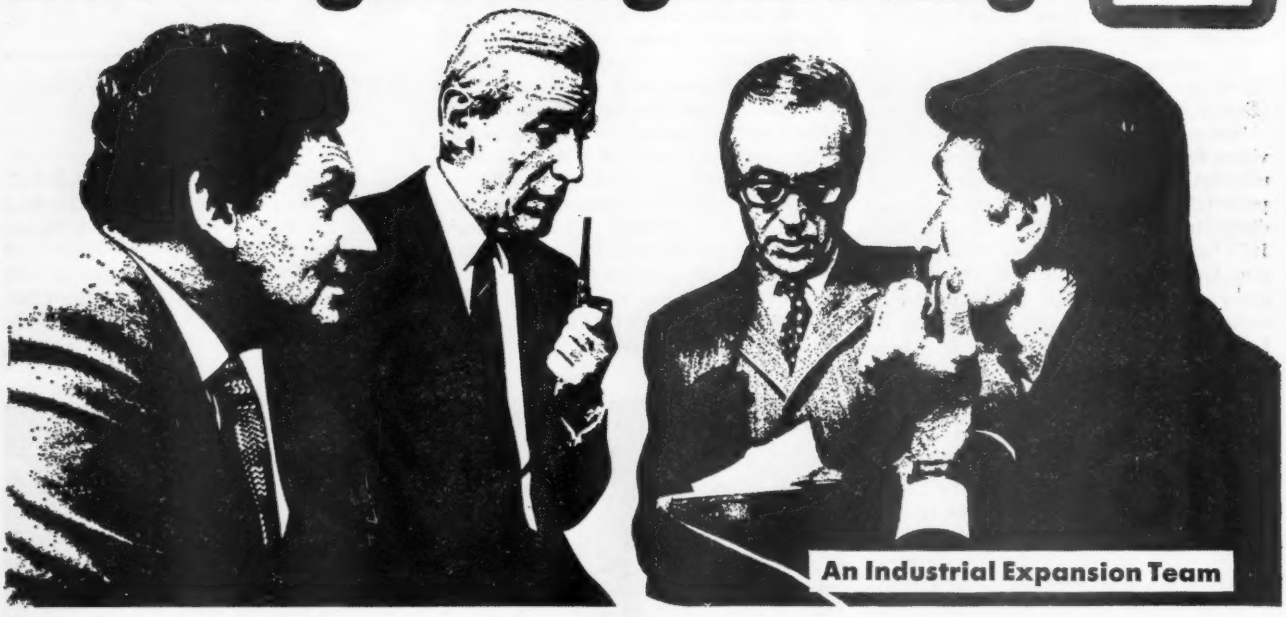
1



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The Areas for Expansion

TI 12/12G

ISSUED BY THE DEPARTMENT OF INDUSTRY

Anglesey, has been allocated to the Walter Kidde Co. Ltd.

Winstones Rollers Ltd. originally specialised in rollers for the printing industry and has diversified into the manufacture of elastomer covered rollers for steel processing and other industries. The company is a principal supplier of rollers to the British Steel Corporation and, in order to improve its service to this and other customers in South Wales, has decided to extend its manufacture of synthetic rubbers and polyurethanes for roller applications in that area.

The company has purchased a 14-acre site from Blaenau Gwent Borough Council, and as the first stage of development has recently started building a 38,000 sq. ft. factory. This will be occupied by mid-1975 and will provide jobs for 100 men by mid-1976. It is hoped that following completion of additional phases of the project some 300 men will be employed.

The Walter Kidde Company Ltd. designs and manufactures fire protection systems for industrial and marine use and provides equipment for the inflation of lifecrafts and lifejackets and other safety equipment. The Anglesey factory, which re-opened on 18 November, will produce and assemble components for fire extinguishing systems. Thirty jobs will be created within the first year of operation, and it is expected that this number will increase.

Two more Government factories for Hartlepool

The English Industrial Estates Corporation say that work is shortly to start on two advance factories on a new site recently acquired from Hartlepool District Council in Brenda Road, Hartlepool.

One of these is a unit of 15,000 sq. ft. and the other a block of four terrace units totalling about 10,000 sq. ft.

Geo. Wimpey and Co. Ltd. of Middlesbrough have been awarded the contracts to build both of these factories which have been designed by Corporation staff. Architects for the two projects are Hawkins, Heath and Nelson of Sunderland; quantity serveyors for the 15,000 sq. ft. unit are J. W. Summers and Partners of Newcastle and for the terrace units, Turner and Townsend of Darlington.

The premises should be ready for occupation by the autumn of 1975.

Inquiries regarding these factories should be addressed to Mr. R. W. Lonsdale, Regional Commercial Manager, English Industrial Estates Corporation, North Tees Industrial Estate, Portrack Lane, Stockton, Cleveland. Tel. Stockton 67347 or any regional office of the Department of Industry.

Corporation tax: relief for increases in stock values

The Board of Inland Revenue have issued a statement amending the notice issued immediately after the Chancellor's Budget Speech (*Trade and Industry*, 21 November, page 369).

This notice said that duties of Customs and Excise included in the value of stock would be excluded from the values used for calculating the proposed relief. This exclusion is now cancelled.

Some inquiries have been made about the treatment of VAT. This is not a duty of Customs and Excise and is therefore not affected either by the proposal or its cancellation. Since the valuation of stock to be adopted in determining the relief is that accepted for taxation purposes subject only to specific variations the treatment of VAT will follow general principles. Normally the company will keep a VAT account as recommended in the HM Customs and Excise Notice No. 700. Where the company's output is wholly taxable for VAT (at the standard rate or is zero rated) the whole of the deductible input tax – which will include all VAT relating to purchases of materials or goods – will be carried to the VAT account. The cost of purchases in the trading account and consequently in valuing the stock in trade is therefore exclusive of any VAT.

Where all or part of the output of a business is exempt but supplies of goods or materials have borne tax, the amount of input tax relating to the exempt supplies will not be deductible and will not therefore be transferred to the VAT account. The cost of purchases in these circumstances will appear in the trading account and consequently in the valuation of any stocks on hand inclusive of that non-deductible VAT.

Direct dialling at Abell House, Millbank Tower and Thames House

A single automatic telephone exchange is now serving Abell House (previously 01-834 4422), Millbank Tower (previously 01-834 2255) and Thames House (previously 01-222 7000)—buildings which house some of the divisions of the Departments of Industry, Trade and Energy.

The new exchange number is 01-211 3000. Direct dialling has been introduced and callers can reach any officer directly by dialling 01-211 followed by the officer's extension number.

American company to set up factory on Merseyside

Coopind Ltd., formerly Cooper-Bessemer (UK) Ltd., is to establish its own manufacturing facility in Bootle and expects to provide eventually 200 new jobs in the area. The company, a subsidiary of Cooper Industries Inc. of Houston, Texas, supplies gas turbines, large gas compressors and other specialised engineering plant for the offshore oil and gas industry. It has leased from the Walton Group about 95,000 square feet of space in the Atlantic Industrial Complex on Dunnings Bridge Road and plans to start production early in December.

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester · Leeds · Brussels

Industrial and commercial property

Telex for Patent Office Sale Branch

Telex equipment has been installed at the Patent Office Sale Branch, St. Mary Cray. The number is 896348 and the answer-back code is PATENTOFF ORPTN.

Telex orders from deposit account holders for specifications and other Patent Office Publications will be accepted provided that the following details are given:

Name, address and account number of customer, details of requirements, name of the person placing the order. The normal requisition form SB11 will not be required in respect of Telex orders.

New chairmen for Standing Advisory Committee on Patents and Trade Mark Liaison Group

Cyril Wickham has been appointed chairman of the Standing Advisory Committee on Patents on the nomination of the Confederation of British Industry. He succeeds Sir Maurice Coop.

Douglas Parker has been appointed chairman of the Trade Mark Liaison Group on the nomination of the Confederation of British Industry. He succeeds Mr. E. M. Price-Holmes.

Both the Committee and the Group consist of representatives of interested organisations and meet from time to time to advise the Department of Trade on matters concerning patents and trade marks respectively.

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
18 November 1974		
1,124,478	Fritz Otto Wienert	Rotary reactor and method for treating melts
1,213,311	Agfa-Gevaert	Preparations of planographic printing plates
1,333,083	Agfa-Gevaert	Butt splicer
1,338,306	Agfa-Gevaert	Photographic dryer
1,139,891	Gevaert Photo-Producten NV	Heat and pressure-sensitive recording materials and information-recording processes
1,139,894	Gevaert Photo-Producten NV	Heat-sensitive recording materials and thermographic recording processes
1,139,895	Gevaert Photo-Producten NV	Heat-sensitive recording materials and thermographic recording processes
25 November 1974		
1,279,567	Societa Italiana Resine SIR SpA	Process for preparing vinyl acetate and acetaldehyde
1,286,760	Societa Italiana Resine SIR SpA	Process for preparing titanium dioxide
1,287,520	Societa Italiana Resine SIR SpA	Method of producing liquid unsaturated polyester resin compositions
1,291,616	Societa Italiana Resine SIR SpA	Process for preparing aluminium trichloride
1,303,880	Societa Italiana Resine SIR SpA	Method of construction by means of prefabricated panels
1,307,768	Societa Italiana Resine SIR SpA	Method of construction by means of prefabricated panels
1,308,178	Societa Italiana Resine SIR SpA	Method of producing aromatic carboxylic acids from alkylbenzenes
1,308,179	Societa Italiana Resine SIR SpA	Method of producing aromatic carboxylic acids from alkylbenzenes
1,308,201	Societa Italiana Resine SIR SpA	Method of preparing phthalic acids
1,308,203	Societa Italiana Resine SIR SpA	Process for the preparation of aromatic carboxylic acids
1,309,586	Societa Italiana Resine SIR SpA	Improvements in frames for apertures in walls
1,314,835	Societa Italiana Resine SIR SpA	Method of construction by means of prefabricated panels
1,321,308	Societa Italiana Resine SIR SpA	Doors and windows in buildings made of pre-fabricated panels
27 November 1974		
1,359,101	Glaverbel	Method for conditioning internal pressure in multiple panel units
1,359,165	Glaverbel	Panels incorporating a glass sheet and the manufacture thereof
1,359,166	Glaverbel	Panels incorporating a glass or vitrocrystalline sheet and the manufacture thereof
1,359,167	Glaverbel	Glass articles having protected edge portions
1,359,170	Glaverbel	Laminated panels incorporating glass sheets
1,359,941	Glaverbel	Fire-screening system for glazing and other panels
1,114,880	Agfa-Gevaert Aktiengesellschaft	Web guiding to printing machine
1,324,284	Agfa-Gevaert Aktiengesellschaft	Light-sensitive heat-developable photographic material
1,274,154	Alfred Pitner	Improvements in or relating to roller bearing cages
1,320,771	Magyar Optikai Mewek	Geodetic sighting device
1,346,635	Friedrich Kocks	Improvements relating to rolling mills

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsements on Patents Form No. 44 within two months after the date of endorsement.

E. Armitage
Comptroller

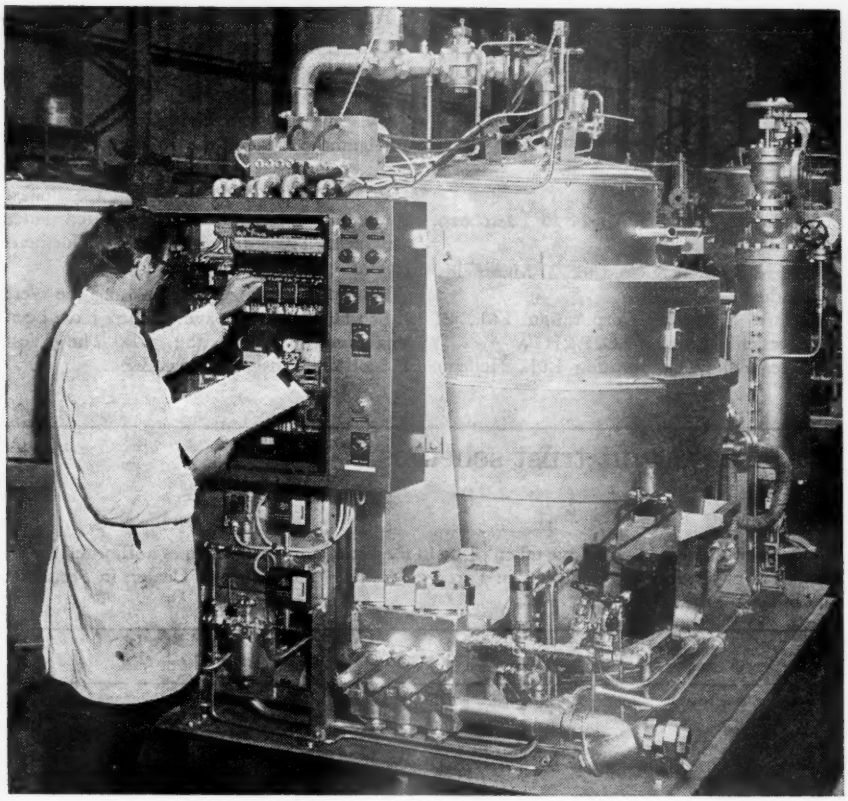
Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1974, but any later changes known to have come into operation are shown.

£2.40 (*by post* £2.57).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS



Many sophisticated processes such as processing edible fats and oil (deodorising), refining and laboratory work call for the need of super steam pressure up to 1,000 psi. Until recently the requirement for steam pressure over 450 psi has been met by specially made units based on the coiled tube design. Stone-Platt Crawley Ltd. has now introduced a new boiler with steam pressures at a continuous rating defined within the range of 650 and 1,050 psi. Their low water capacity of 50 gallons, of which, only 5 per cent is at 100 degrees Celsius or over at any one time, precludes any possibility of a steam explosion.

Government wish for more British-produced films

The Prime Minister, Harold Wilson, in a Parliamentary written answer, stated: 'The Government wish to see a situation in which there would be a substantial increase in the number of films of international appeal produced under British auspices.'

He had been asked by Mrs. Gwyneth Dunwoody (Crewe) whether he was satisfied with inter-departmental co-ordination in the provision of finance for film making for cinema and television in furtherance of the policy of ensuring a continuing supply of films from British sources of a kind that can meet the requirements of world markets.

'Yes,' said the Prime Minister. 'The Government have for some time been concerned that help available to our film industry from instruments like the Eady levy, the NFFC funds and the cinematograph film quota no longer matches the commercial realities which the industry is facing, particularly with the advent of television and the competition which is offered on this medium by the supply of films which are available cheaply from overseas.'

Mr. Wilson went on 'I understand that representatives of the Cinematograph Films Council and of the television authorities will be meeting shortly to discuss this problem and the recommendations in the Council's recent report to the Secretary of State for Trade on the future prospects of the film industry.'

He added: 'I welcome this and I have no doubt that both sides, while taking proper account of the interests of the television industry, will give serious and sympathetic consideration to the recommendations in that report.'

Civil aviation policy review

The arrangements for consultation as part of the Government's review of civil aviation policy, were announced by Peter Shore, Secretary of State for Trade, on 5 December.

Answering a Parliamentary Question from Russell Kerr (Feltham and Heston) who asked what arrangements had been made for consultations during the course of the civil aviation policy review and what were its terms of reference, Mr. Shore said:

'The terms of reference are:

'To consider what changes may be desirable in the Civil Aviation Policy Guidance approved by Parliament in March 1972, in the light of the present economic and financial position and prospects of the British civil air transport industry.

'Arrangements have been put in hand to offer those organisations most closely interested the opportunity of making known their views on the issues to be covered by the review. Any other organisation or individual who wishes to express their views may do so by writing to the Secretary to the review, at Room 217, Shell Mex House, Strand, London WC2, by 17 January at the latest.'

Notes

The review is being carried out by officials of the Department of Trade in consultation with the Civil Aviation Authority, and other Government Departments.

A letter being sent to interested organisations inviting views on the issues covered by the review, says that in particular the review will cover:

1 the market prospects for the UK air transport industry over the decade 1975-1985, broken down into the main categories of demand (eg long-haul, short-haul, business traffic, holiday traffic, cargo).

2 the validity in present day circumstances of the various concepts embodied in the paragraphs of the Civil Aviation Policy Guidance (Cmnd 4899) 1972 which deal with air transport licensing and pricing (paras 10-22), and their relevance to the UK air transport industry's future in the light of the above.

Appointment of Inspectors

Peter Shore, Secretary of State for Trade, has appointed Mr. M. C. Nourse, QC, of 2 New Square, Lincoln's Inn, London WC2 and Mr. P. W. G. DuBuisson, FCA, of 8 St. Bride Street, London EC4, to act as Inspectors to investigate the affairs of Land and General Developments Limited and to investigate the ownership of the company and in particular the controlling interest in the company in the name of Napet Securities Limited, under the provisions of Sections 164 and 172 of the Companies Act 1948, as amended, and to report thereon in such manner as the Secretary of State may direct.

This appointment follows the receipt of an application from shareholders of the company under Section 164 (i) (a) of the Companies Act 1948 for the appointment of Inspectors to investigate the company's affairs.

The Secretary of State for Trade has also appointed Mr. Thomas Michael Dillon, QC, of 1 Fountain Court, Steelhouse Lane, Birmingham, and Mr. Dennis Garrett, FCA, of Linton House, 7 Tavistock Square, London WC1 as Inspectors to investigate the affairs of Burnholme and Forder Ltd. under the provisions of Section 165 (b) of the Companies Act 1948, and to report thereon in such manner as the Secretary of State may direct.

Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

J. Chevreux R. de Virieu & Cie: Jacques Roger Casmir Alain Chevureux, 60A-61 Moorgate Station Buildings, London EC2M 6SU.

Schlesinger Investment Management Services Ltd., 19 Hanover Square, London W1.

Osakaya Securities Co. Ltd., Basildon House, 7/11 Moorgate, London EC2

P. Murray-Jones (Finance) Ltd., 20 St. Swithin's Lane, London EC4.

Morgan Guaranty Investment Services (UK) Ltd., 36 Lombard Street, London EC3P 3BH.

Morgan Guaranty Trust Co. Ltd., 36 Lombard Street, London EC3P 3BH.

Deletions:

Marylebone Securities Ltd., 52 Gloucester Place, London W1H 4BB.

J. Cheuvreux R. de Virieu & Cie, Paul de Sercey, 60A/61 Moorgate Station Buildings, London EC2M 6SU.

First Victoria Ltd., 11 Old Jewry, London EC2R 8DS.

City & Western Ltd., 14 Cavendish Square, London W1M 9DA.

Change of name:

Talisman Fund Managers Ltd. to Bridge Talisman Fund Managers Ltd., Plantation House, 5-8 Mincing Lane, London EC3M 3DX.

R. Cheuvreux R. de Virieu & Cie to J. Cheuvreux R. de Virieu & Cie, 60A-61 Moorgate Station Building, London EC2.

Change of address:

Lonscott Securities Ltd., 292 Warton Road, Isleworth, Middlesex TW7 6DR.

First Chicago Asset Management Corporation, P & O Building, Leadenhall Street, London EC3V 4QU.

Pacific Securities Ltd., 1 Crown Court, Cheapside, London EC2V 6DA.

Morley (Geoffrey Morley & Partners Ltd.,) 28 St. John's Square, London EC1M 4BA.

London Cavendish Securities Ltd., 325 City Road, London EC1V 1LJ.

Exempted dealers

Additions:

Tozer Standard and Chartered Ltd., 28 Great Tower Street, London EC1.

Banque Occidentale Pour L'Industrie et le Commerce, 65-68 Leadenhall Street, London EC3A 2BA.

Change of address:

Banco di Roma SPA., 14/18 Eastcheap, London EC3M 1JY.

Lazard Brothers & Co. Ltd., 21 Moorfields, London EC2P 2HT.

Lazard Securities Corporation Ltd., 21 Moorfields, London EC2P 2HT.

James Finlay Corporation Ltd., Hellenic House, 87-97 Bath Street, Glasgow.

Trustee Savings Banks

The Border Counties Trustee Savings Bank and Edinburgh Savings Bank have been amalgamated under the title of Edinburgh Savings Bank.

Enniskillen Savings Bank and the Belfast Savings Bank have been amalgamated under the title of Trustee Savings Bank of Northern Ireland.

Paisley Trustee Savings Bank and the West of Scotland Trustee Savings Bank have been amalgamated under the title The West of Scotland Trustee Savings Bank.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1974 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of Management Company	Name of scheme	Name and address of Trustee
Norwich General Trust Limited, PO Box 21, 12 Surrey Street, Norwich NOR 76L	The Norwich Union Group Trust Fund	Barclays Bank Trust Company Limited, 54 Lombard Street, London EC3P 3AH
Tyndall Managers Limited, 18 Canynge Road, Bristol BS99 7UA	Tyndall International Earnings Fund	Williams and Glyn's Bank Limited, 20 Birchin Lane, London EC3P 3DP
Scottish Equitable Fund Managers Limited, 28 St. Andrew Square Edinburgh EH2 1YF	Scottish Equitable Unit Trust	The Royal Bank of Scotland Limited, PO Box 51, St. Andrew Square, Edinburgh EH2 2YB

Changes

DELETE
Allied Investors Trusts Limited
55 Bishopsgate,
London EC2P 2AA

AND REPLACE BY
Allied Investors Trusts Limited
51 Bishopsgate,
London EC2P 2AA

DELETE
Hambros Unit Trust Managers Limited
55 Bishopsgate,
London EC2P 2AA

AND REPLACE BY
Hambros Unit Trust Managers Limited,
51 Bishopsgate,
London EC2P 2AA

DELETE
Portfolio Fund Managers Limited
10 Charterhouse Square
London EC1M 6JU

AND REPLACE BY
Portfolio Fund Managers Limited
14 Charterhouse Square,
London EC1M 6JU

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

Consumer Protection Advisory Committee endorses fair trading proposal

The purported exclusion of consumers' inalienable rights when buying goods should be prohibited, according to the first report of the Consumer Protection Advisory Committee published on 3 December. 'Rights of Consumers' (House of Commons paper No. 6, HMSO 26p).

In a written answer to Mr. Mike Thomas (Newcastle upon Tyne East) in the House of Commons on 2 December, Alan Williams, Minister of State for Prices and Consumer Protection, said:

'The Committee has in general endorsed the Director General of Fair Trading's proposals that the purported exclusion of consumers' inalienable rights when buying or otherwise acquiring goods should be prohibited. The Committee has also, however, identified certain problems which will need further consideration in the preparation of a draft order.

'Subject to this I accept the conclusions of the report and intend to use my order-making powers under Section 22 of the Fair Trading Act 1973 to make such order as may be appropriate for giving effect to it. But because the procedure is new and the time available for representations has so far been limited, on a matter which is of wide concern to businessmen and consumers alike, I propose, exceptionally in this case, to ask interested parties to comment on the proposed provisions within a strictly limited period before inviting Parliament to approve an Order. This will also allow traders more time to amend guarantee and other documents which will be affected.

'Special consideration will need to be given to notices and statements such as "No goods exchanged" which are not void in law but may seriously mislead the customer as to his rights. Should it not prove possible to ensure that such statements are suitably qualified the Director General of Fair Trading has indicated that he would be prepared to consider making a further reference.'

Notes

This first reference, made to the Committee on 24 April 1974 under Sections 14, 17 and 19 of the Fair Trading Act 1973, concerns three consumers trade practices relating to the purported exclusion of consumers' inalienable rights under Sale of Goods legislation and failure to explain their existence.

Under Section 17 the Committee must report on whether the practices concerned adversely affect consumers' economic interests by reason, or partly by reason that they exert one or more of the detrimental effects specified (eg of misleading consumers as to their rights) and whether a) they agree with the Director's proposals for using the order-making powers, b) would agree with some modifications, or c) disagree with the proposals and do not wish to suggest modifications.

In agreeing that the practices do adversely affect consumers' economic interests as in Section 17, the Committee also generally endorse the Director General's proposals for controlling the practices subject only to certain modifications which would restrict the coverage of any implementing order to the actual practices referred.

The Committee have also finished investigating a second reference concerning three trade practices relating to prepayment in mail order transactions and in shops, and their second report is now being considered by the Secretary of State.

Shirley Williams in North America

Shirley Williams, Secretary of State for Prices and Consumer Protection, was visiting Canada and the United States between 3 December and 11 December. Her programme was as follows.

In Ottowa on 5 December: talks with Andre Ouellet, Minister of Consumer and Corporate Affairs; and Mrs. Beryl Plumptre, Chairman, Food Prices Review Board.

In Washington on 9 and 10 December: meetings with Thomas Kauper, Assistant Attorney General, Anti-Trust Division and Lewis Engman, Chairman of the Federal Trade Commission, talks with William Simon, Secretary to the US Treasury; Arthur Burns, Chairman of the Federal Reserve System; and Alan Greenspan, Chairman of the President's Council of Economic Advisers.

During her visit Mrs. Williams delivered three lectures at Harvard University.

Butter prices controlled

Maximum prices for subsidised butter came into effect on 9 December.

An order laid before Parliament on 6 December by Shirley Williams, Secretary of State for Prices and Consumer Protection, sets the maximum retail prices which may be charged for butter anywhere in the United Kingdom. These prices apply to salted butter sold in rectangular packs in weights of 8 oz. to 1 lb. and cover about 90 per cent of the butter sold for household use.

The order also controls distributors' margins on all subsidised butter to ensure that the butter subsidy is passed through to the consumer. Prices in shops will therefore generally remain below the permitted maxima.

Retailers will also be required from 17 February to display lists of these maximum prices in their shops.

The order is the Butter Prices Order 1974 (S1 1974 No. 1984) made under Section 2 of the Prices Act 1974.

The prescribed maximum prices for salted butter in rectangular packs weighing from 8 oz. to 1lb. are:

Category of butter	Pence per half lb.
Butter produced in the UK (other than blended)	17
Other EEC butter (other than blended)	17
NZ butter (other than blended)	15
Blended butter of any variety and of any origin	16
Any other variety of butter (other than blended)	17

In accordance with the Act, the provisions of the order have been the subject of detailed consultations with interested organisations, including trade, enforcement and consumer bodies.

The enforcement of the order is being carried out by local weights and measures authorities in Great Britain and by the Department of Commerce in Northern Ireland.

The Bread Prices Order 1974 (S1 1974 No. 1711) came into operation on 28 October. Orders for the other subsidised foods – cheese, tea and household flour – are now being prepared.

Royal Commission report on environmental pollution

The fourth report of the Royal Commission on Environmental Pollution has been published (HMSO, price £1.10 net). This is the first report of the Royal Commission since it was reconstituted last year under the chairmanship of Sir Brian Flowers.

In introducing the report, Sir Brian Flowers stated that much of the first year of the reconstituted Commission has been spent in surveying the field of environmental pollution to inform the members of the present situation and problems so that they are able to decide priorities for their future work. The Commission's survey has covered many aspects of pollution. It has looked at the question of hazards to health from lead and from other substances, and at the increasing problems of noise. Other areas examined include pollution problems arising from oil exploration, from pesticides and toxic chemicals and from agriculture.

During the year the Commission has embarked on two detailed studies. The first relates to radiological safety, with particular reference to the hazards that might arise in the future, given substantial growth in the use of nuclear power. The Commission will be concerned with the problems posed by radioactive wastes and by the transport and storage of nuclear materials, and with the question of reactor safety and siting. The decision to undertake this study does not imply an awareness of deficiency in existing safeguards and procedures, but rather reflects the Commission's view that the expected development of nuclear power raises issues

which should receive wider public consideration.

The second study, being undertaken at the request of the Secretary of State for the Environment, is of the efficacy of methods of controlling air pollution from industrial and domestic sources. Although no timescale has been set for this study, it is hoped that a report will be ready by the end of 1975.

On pollution aspects raised by the development of an offshore oil industry, the Commission states that in general it has been reassured by the safeguards that are being taken against the risk of oil pollution and by the arrangements that have been made to deal with accidental spills that could occur.

'VAT News' for traders

The November edition of the quarterly *VAT News*, published by Customs and Excise, contains an explanation of the entitlement to deduct input tax when there is a change in the rate of tax, items for cash and carry wholesalers, retailers operating the over-the-counter scheme for exports, and retailers who accept credit cards, as well as reminders about tax returns.

Because it was printed before the Chancellor made his Budget Statement, *VAT News* No. 4 does not mention the increased rate of VAT on petrol, which has been dealt with in separate VAT notices already issued. Supplement No. 4 to Notice No. 707 (Special Schemes for Retailers) has now been published to give fuller details of how the increased rate affects garages and other sellers of petrol who are using the special VAT schemes for retailers. The Supplement is being sent, to those who need it, in the same envelope as *VAT News*.

Also with *VAT News* is a slip explaining that Notice No. 727 (dealing with the revision of the retailers' special schemes to cater for additional rates of tax) has been deferred, to allow further consultations with representative trade bodies, and will not be available until after the New Year.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2LY.

'Reliable machinery needed in expanding coal industry' says Energy Secretary

Eric Varley, Secretary of State for Energy, said on 3 December that the reliability of mining machinery would be a vital factor in realising the expansion of the coal industry outlined in 'Plan for Coal'.

Addressing the Council of Underground Machinery Manufacturers in London, Mr. Varley said: 'Challenging targets for production have been set and it will be necessary to achieve a higher performance level from existing coal-mining equipment. There is a very urgent need to reduce the time lost through breakdown of machinery. So reliability will become the most vital factor in realising the full potential of investment in machinery.

'The machinery manufacturing industry already has an advantage in this direction. Britain probably has the most comprehensive facilities for testing mining equipment in the world. Already the mining industry is moving to the position where an average advancing long wall face will aim to produce 1,000 tons or more of coal per day. These faces will be fully equipped with powered supports. Road head systems will become fully mechanised and will incorporate dirt packing. Lighting and communications systems must improve and become very important features of coal face operations.

'Increasingly remote or automatic control of power loader and ripping machines will be employed. The industry is rapidly changing from simple mechanisation into the area of the mining system.

'However there are certain drawbacks to this movement which your Council members can help to eradicate. A mining system can only be as good as its weakest link and the very essence of the system involves the complete integration of several diverse pieces of equipment, usually supplied by different manufacturers. Therefore reliability and compatability must be the industry's watchwords.

'As you will know, retreat mining is to play an increasing role in the expansion of the industry. The Council has made very impressive technological contributions in the development and manufacture of ripping and road heading machinery but the problem of cutting harder rocks is still great. This is one area where increased effort must be applied to achieve the coal industry's target. The expanding research and development effort of NCB includes not only the coal face and the driving of tunnels but also underground transport, coal preparation and comprehensive monitoring of underground environment and plant.

'A very good working relationship between Council members and the NCB exists already but greater demands placed upon you by the coal mining industry will require even greater strengthening of co-operation if success is to be achieved.

"It is becoming increasingly clear that the industry is approaching the stage where new methods have to be conceived in order to make an effective contribution beyond the next decade."

'Accordingly the Board is setting up a New Methods Group at the Mining Research and Development Establishment. I am confident that your Council will have a constructive part to play in this important field of innovation.

'Just as the changed relationship between coal and oil prices has transformed the UK coal mining scene, so export prospects have been similarly enhanced. At the same time, increasing labour costs make efficient mechanisation essential, if coal is to remain competitive.

'We in the UK are in a good position to take advantage of our lead in longwall techniques. In particular, the market for coal mining equipment in the USA is now expanding. This is a market where strong sales organisation is required and I am glad to see manufacturers taking steps to establish themselves in this way. The new found stability of the UK industry and the expanding potential of overseas orders indicates that the mining machinery manufacturers can look to the future with optimism.'

Industrialists urged to lead in energy saving

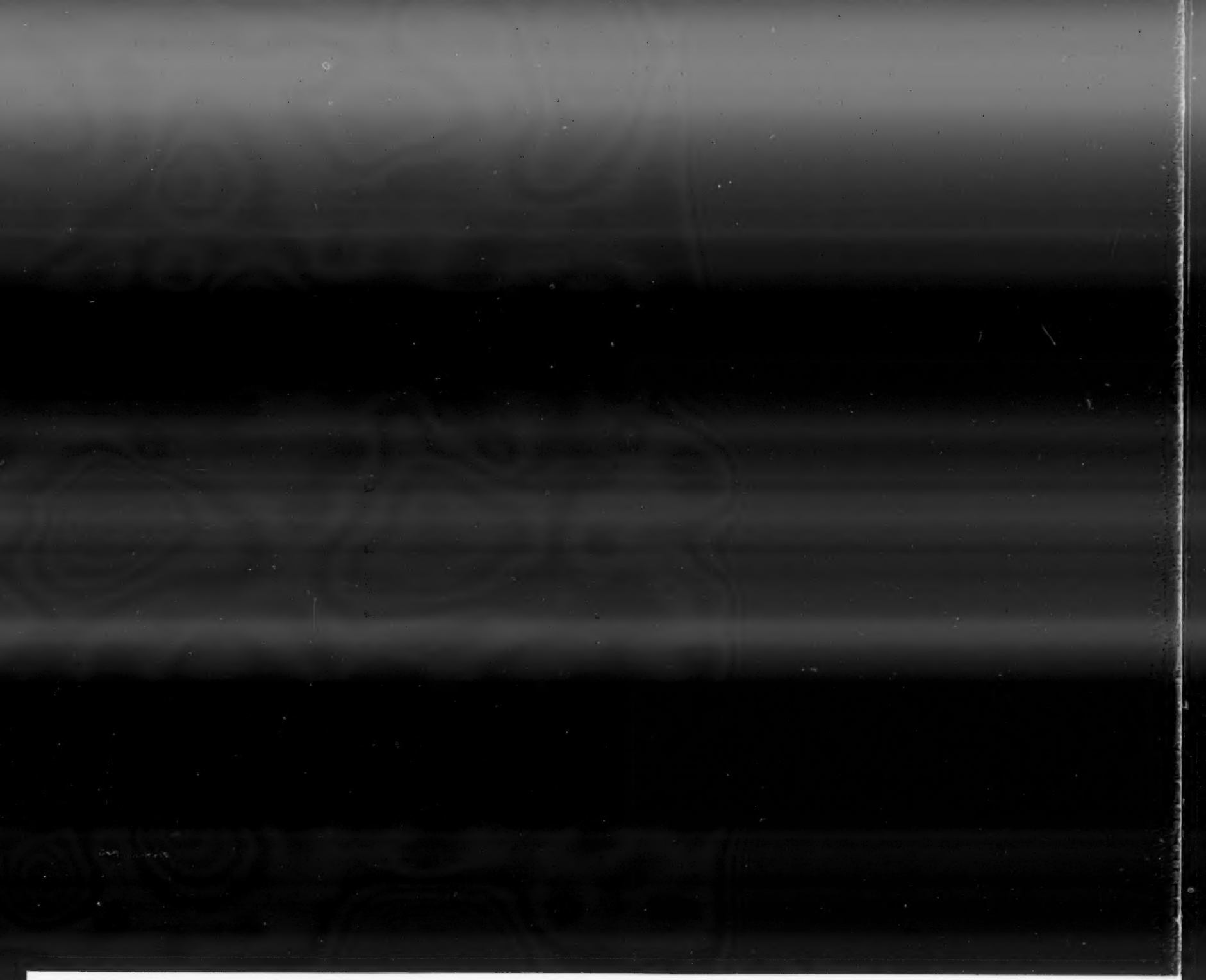
A plea to industrialists to help give a lead in energy conservation was made on 2 December by Eric Varley, Secretary of State for Energy.

Addressing the Coal Trade Benevolent Association at their annual dinner in London, Mr. Varley said: 'I shall shortly be presenting my proposals for energy conservation, and I hope all the distinguished industrialists here tonight will help to give a lead in energy conservation. Every one of you can find extra energy savings within his organisation, and I trust that we will all acept that lip service and exhortations are not enough in this vital field of conservation.'

On the coal industry, Mr. Varley described as 'heartening' the assurances received by Sir Derek Ezra, chairman of the National Coal Board, from NUM leaders about their determination to produce the coal the nation needs. Mr. Varley went on: 'Now the industry must build on them with deeds and with output, and confound the enemies who are hoping for it to fail.'

Letters to the Editor

Letters to the Editor should be



Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

J. Chevreux R. de Virieu & Cie: Jacques Roger Casmir Alain Chevureux, 60A-61 Moorgate Station Buildings, London EC2M 6SU.

Schlesinger Investment Management Services Ltd., 19 Hanover Square, London W1.

Osakaya Securities Co. Ltd., Basildon House, 7/11 Moorgate, London EC2

P. Murray-Jones (Finance) Ltd., 20 St. Swithin's Lane, London EC4.

Morgan Guaranty Investment Services (UK) Ltd., 36 Lombard Street, London EC3P 3BH.

Morgan Guaranty Trust Co. Ltd., 36 Lombard Street, London EC3P 3BH.

Deletions:

Marylebone Securities Ltd., 52 Gloucester Place, London W1H 4BB.

J. Cheuvreux R. de Virieu & Cie, Paul de Sercey, 60A/61 Moorgate Station Buildings, London EC2M 6SU.

First Victoria Ltd., 11 Old Jewry, London EC2R 8DS.

City & Western Ltd., 14 Cavendish Square, London W1M 9DA.

Change of name:

Talisman Fund Managers Ltd. to Bridge Talisman Fund Managers Ltd., Plantation House, 5-8 Mincing Lane, London EC3M 3DX.

R. Cheuvreux R. de Virieu & Cie to J. Cheuvreux R. de Virieu & Cie, 60A-61 Moorgate Station Building, London EC2.

Change of address:

Lonscott Securities Ltd., 292 Warton Road, Isleworth, Middlesex TW7 6DR.

First Chicago Asset Management Corporation, P & O Building, Leadenhall Street, London EC3V 4QU.

Pacific Securities Ltd., 1 Crown Court, Cheapside, London EC2V 6DA.

Morley (Geoffrey Morley & Partners Ltd.,) 28 St. John's Square, London EC1M 4BA.

London Cavendish Securities Ltd., 325 City Road, London EC1V 1LJ.

Exempted dealers

Additions:

Tozer Standard and Chartered Ltd., 28 Great Tower Street, London EC1.

Banque Occidentale Pour L'Industrie et le Commerce, 65-68 Leadenhall Street, London EC3A 2BA.

Change of address:

Banco di Roma SPA., 14/18 Eastcheap, London EC3M 1JY.

Lazard Brothers & Co. Ltd., 21 Moorfields, London EC2P 2HT.

Lazard Securities Corporation Ltd., 21 Moorfields, London EC2P 2HT.

James Finlay Corporation Ltd., Hellenic House, 87-97 Bath Street, Glasgow.

Trustee Savings Banks

The Border Counties Trustee Savings Bank and Edinburgh Savings Bank have been amalgamated under the title of Edinburgh Savings Bank.

Enniskillen Savings Bank and the Belfast Savings Bank have been amalgamated under the title of Trustee Savings Bank of Northern Ireland.

Paisley Trustee Savings Bank and the West of Scotland Trustee Savings Bank have been amalgamated under the title The West of Scotland Trustee Savings Bank.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1974 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of Management Company	Name of scheme	Name and address of Trustee
Norwich General Trust Limited, PO Box 21, 12 Surrey Street, Norwich NOR 76L	The Norwich Union Group Trust Fund	Barclays Bank Trust Company Limited, 54 Lombard Street, London EC3P 3AH
Tyndall Managers Limited, 18 Canynge Road, Bristol BS99 7UA	Tyndall International Earnings Fund	Williams and Glyn's Bank Limited, 20 Birchin Lane, London EC3P 3DP
Scottish Equitable Fund Managers Limited, 28 St. Andrew Square Edinburgh EH2 1YF	Scottish Equitable Unit Trust	The Royal Bank of Scotland Limited, PO Box 51, St. Andrew Square, Edinburgh EH2 2YB

Changes

DELETE
Allied Investors Trusts Limited
55 Bishopsgate,
London EC2P 2AA

AND REPLACE BY
Allied Investors Trusts Limited
51 Bishopsgate,
London EC2P 2AA

DELETE
Hambros Unit Trust Managers Limited
55 Bishopsgate,
London EC2P 2AA

AND REPLACE BY
Hambros Unit Trust Managers Limited,
51 Bishopsgate,
London EC2P 2AA

DELETE
Portfolio Fund Managers Limited
10 Charterhouse Square
London EC1M 6JU

AND REPLACE BY
Portfolio Fund Managers Limited
14 Charterhouse Square,
London EC1M 6JU

Small Firms Information Centres

Centre	Telephone	Freefone area	Freefone	Telex
Birmingham	021-643 3344	West Midlands	4054	337919
Bristol	294546	South West	9910	449650
Cardiff	396116	Wales	1208	497515
Glasgow	041-248 6014	Scotland	846	779334
Leeds	445151	Yorks/Humberside	5361	557687
London	01-828 2384	London & South East	2079	917920
Luton	29215	Eastern	372	826115
Manchester	061-832 5282	North Western	6005	667952
Newcastle	25353	Northern	529	537429
Nottingham	49791	East Midlands	4062	377313

Consumer Protection Advisory Committee endorses fair trading proposal

The purported exclusion of consumers' inalienable rights when buying goods should be prohibited, according to the first report of the Consumer Protection Advisory Committee published on 3 December. 'Rights of Consumers' (House of Commons paper No. 6, HMSO 26p).

In a written answer to Mr. Mike Thomas (Newcastle upon Tyne East) in the House of Commons on 2 December, Alan Williams, Minister of State for Prices and Consumer Protection, said:

'The Committee has in general endorsed the Director General of Fair Trading's proposals that the purported exclusion of consumers' inalienable rights when buying or otherwise acquiring goods should be prohibited. The Committee has also, however, identified certain problems which will need further consideration in the preparation of a draft order.

'Subject to this I accept the conclusions of the report and intend to use my order-making powers under Section 22 of the Fair Trading Act 1973 to make such order as may be appropriate for giving effect to it. But because the procedure is new and the time available for representations has so far been limited, on a matter which is of wide concern to businessmen and consumers alike, I propose, exceptionally in this case, to ask interested parties to comment on the proposed provisions within a strictly limited period before inviting Parliament to approve an Order. This will also allow traders more time to amend guarantee and other documents which will be affected.

'Special consideration will need to be given to notices and statements such as "No goods exchanged" which are not void in law but may seriously mislead the customer as to his rights. Should it not prove possible to ensure that such statements are suitably qualified the Director General of Fair Trading has indicated that he would be prepared to consider making a further reference.'

Notes

This first reference, made to the Committee on 24 April 1974 under Sections 14, 17 and 19 of the Fair Trading Act 1973, concerns three consumers trade practices relating to the purported exclusion of consumers' inalienable rights under Sale of Goods legislation and failure to explain their existence.

Under Section 17 the Committee must report on whether the practices concerned adversely affect consumers' economic interests by reason, or partly by reason that they exert one or more of the detrimental effects specified (eg of misleading consumers as to their rights) and whether a) they agree with the Director's proposals for using the order-making powers, b) would agree with some modifications, or c) disagree with the proposals and do not wish to suggest modifications.

In agreeing that the practices do adversely affect consumers' economic interests as in Section 17, the Committee also generally endorse the Director General's proposals for controlling the practices subject only to certain modifications which would restrict the coverage of any implementing order to the actual practices referred.

The Committee have also finished investigating a second reference concerning three trade practices relating to prepayment in mail order transactions and in shops, and their second report is now being considered by the Secretary of State.

Shirley Williams in North America

Shirley Williams, Secretary of State for Prices and Consumer Protection, was visiting Canada and the United States between 3 December and 11 December. Her programme was as follows.

In Ottowa on 5 December: talks with Andre Ouellet, Minister of Consumer and Corporate Affairs; and Mrs. Beryl Plumptre, Chairman, Food Prices Review Board.

In Washington on 9 and 10 December: meetings with Thomas Kauper, Assistant Attorney General, Anti-Trust Division and Lewis Engman, Chairman of the Federal Trade Commission, talks with William Simon, Secretary to the US Treasury; Arthur Burns, Chairman of the Federal Reserve System; and Alan Greenspan, Chairman of the President's Council of Economic Advisers.

During her visit Mrs. Williams delivered three lectures at Harvard University.

Butter prices controlled

Maximum prices for subsidised butter came into effect on 9 December.

An order laid before Parliament on 6 December by Shirley Williams, Secretary of State for Prices and Consumer Protection, sets the maximum retail prices which may be charged for butter anywhere in the United Kingdom. These prices apply to salted butter sold in rectangular packs in weights of 8 oz. to 1 lb. and cover about 90 per cent of the butter sold for household use.

The order also controls distributors' margins on all subsidised butter to ensure that the butter subsidy is passed through to the consumer. Prices in shops will therefore generally remain below the permitted maxima.

Retailers will also be required from 17 February to display lists of these maximum prices in their shops.

The order is the Butter Prices Order 1974 (S1 1974 No. 1984) made under Section 2 of the Prices Act 1974.

The prescribed maximum prices for salted butter in rectangular packs weighing from 8 oz. to 1lb. are:

Category of butter	Pence per half lb.
Butter produced in the UK (other than blended)	17
Other EEC butter (other than blended)	17
NZ butter (other than blended)	15
Blended butter of any variety and of any origin	16
Any other variety of butter (other than blended)	17

In accordance with the Act, the provisions of the order have been the subject of detailed consultations with interested organisations, including trade, enforcement and consumer bodies.

The enforcement of the order is being carried out by local weights and measures authorities in Great Britain and by the Department of Commerce in Northern Ireland.

The Bread Prices Order 1974 (S1 1974 No. 1711) came into operation on 28 October. Orders for the other subsidised foods – cheese, tea and household flour – are now being prepared.

Royal Commission report on environmental pollution

The fourth report of the Royal Commission on Environmental Pollution has been published (HMSO, price £1.10 net). This is the first report of the Royal Commission since it was reconstituted last year under the chairmanship of Sir Brian Flowers.

In introducing the report, Sir Brian Flowers stated that much of the first year of the reconstituted Commission has been spent in surveying the field of environmental pollution to inform the members of the present situation and problems so that they are able to decide priorities for their future work. The Commission's survey has covered many aspects of pollution. It has looked at the question of hazards to health from lead and from other substances, and at the increasing problems of noise. Other areas examined include pollution problems arising from oil exploration, from pesticides and toxic chemicals and from agriculture.

During the year the Commission has embarked on two detailed studies. The first relates to radiological safety, with particular reference to the hazards that might arise in the future, given substantial growth in the use of nuclear power. The Commission will be concerned with the problems posed by radioactive wastes and by the transport and storage of nuclear materials, and with the question of reactor safety and siting. The decision to undertake this study does not imply an awareness of deficiency in existing safeguards and procedures, but rather reflects the Commission's view that the expected development of nuclear power raises issues

which should receive wider public consideration.

The second study, being undertaken at the request of the Secretary of State for the Environment, is of the efficacy of methods of controlling air pollution from industrial and domestic sources. Although no timescale has been set for this study, it is hoped that a report will be ready by the end of 1975.

On pollution aspects raised by the development of an offshore oil industry, the Commission states that in general it has been reassured by the safeguards that are being taken against the risk of oil pollution and by the arrangements that have been made to deal with accidental spills that could occur.

'VAT News' for traders

The November edition of the quarterly *VAT News*, published by Customs and Excise, contains an explanation of the entitlement to deduct input tax when there is a change in the rate of tax, items for cash and carry wholesalers, retailers operating the over-the-counter scheme for exports, and retailers who accept credit cards, as well as reminders about tax returns.

Because it was printed before the Chancellor made his Budget Statement, *VAT News* No. 4 does not mention the increased rate of VAT on petrol, which has been dealt with in separate VAT notices already issued. Supplement No. 4 to Notice No. 707 (Special Schemes for Retailers) has now been published to give fuller details of how the increased rate affects garages and other sellers of petrol who are using the special VAT schemes for retailers. The Supplement is being sent, to those who need it, in the same envelope as *VAT News*.

Also with *VAT News* is a slip explaining that Notice No. 727 (dealing with the revision of the retailers' special schemes to cater for additional rates of tax) has been deferred, to allow further consultations with representative trade bodies, and will not be available until after the New Year.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

'Reliable machinery needed in expanding coal industry' says Energy Secretary

Eric Varley, Secretary of State for Energy, said on 3 December that the reliability of mining machinery would be a vital factor in realising the expansion of the coal industry outlined in 'Plan for Coal'.

Addressing the Council of Underground Machinery Manufacturers in London, Mr. Varley said: 'Challenging targets for production have been set and it will be necessary to achieve a higher performance level from existing coal-mining equipment. There is a very urgent need to reduce the time lost through breakdown of machinery. So reliability will become the most vital factor in realising the full potential of investment in machinery.

'The machinery manufacturing industry already has an advantage in this direction. Britain probably has the most comprehensive facilities for testing mining equipment in the world. Already the mining industry is moving to the position where an average advancing long wall face will aim to produce 1,000 tons or more of coal per day. These faces will be fully equipped with powered supports. Road head systems will become fully mechanised and will incorporate dirt packing. Lighting and communications systems must improve and become very important features of coal face operations.

'Increasingly remote or automatic control of power loader and ripping machines will be employed. The industry is rapidly changing from simple mechanisation into the area of the mining system.

'However there are certain drawbacks to this movement which your Council members can help to eradicate. A mining system can only be as good as its weakest link and the very essence of the system involves the complete integration of several diverse pieces of equipment, usually supplied by different manufacturers. Therefore reliability and compatability must be the industry's watchwords.

'As you will know, retreat mining is to play an increasing role in the expansion of the industry. The Council has made very impressive technological contributions in the development and manufacture of ripping and road heading machinery but the problem of cutting harder rocks is still great. This is one area where increased effort must be applied to achieve the coal industry's target. The expanding research and development effort of NCB includes not only the coal face and the driving of tunnels but also underground transport, coal preparation and comprehensive monitoring of underground environment and plant.

'A very good working relationship between Council members and the NCB exists already but greater demands placed upon you by the coal mining industry will require even greater strengthening of co-operation if success is to be assured.

'A particularly important area for co-operation is the development of new methods of mining. The NCB said in its last Annual Report:

"It is becoming increasingly clear that the industry is approaching the stage where new methods have to be conceived in order to make an effective contribution beyond the next decade."

'Accordingly the Board is setting up a New Methods Group at the Mining Research and Development Establishment. I am confident that your Council will have a constructive part to play in this important field of innovation.

'Just as the changed relationship between coal and oil prices has transformed the UK coal mining scene, so export prospects have been similarly enhanced. At the same time, increasing labour costs make efficient mechanisation essential, if coal is to remain competitive.

'We in the UK are in a good position to take advantage of our lead in longwall techniques. In particular, the market for coal mining equipment in the USA is now expanding. This is a market where strong sales organisation is required and I am glad to see manufacturers taking steps to establish themselves in this way. The new found stability of the UK industry and the expanding potential of overseas orders indicates that the mining machinery manufacturers can look to the future with optimism.'

Industrialists urged to lead in energy saving

A plea to industrialists to help give a lead in energy conservation was made on 2 December by Eric Varley, Secretary of State for Energy.

Addressing the Coal Trade Benevolent Association at their annual dinner in London, Mr. Varley said: 'I shall shortly be presenting my proposals for energy conservation, and I hope all the distinguished industrialists here tonight will help to give a lead in energy conservation. Every one of you can find extra energy savings within his organisation, and I trust that we will all acept that lip service and exhortations are not enough in this vital field of conservation.'

On the coal industry, Mr. Varley described as 'heartening' the assurances received by Sir Derek Ezra, chairman of the National Coal Board, from NUM leaders about their determination to produce the coal the nation needs. Mr. Varley went on: 'Now the industry must build on them with deeds and with output, and confound the enemies who are hoping for it to fail.'

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Mr. Varley announces energy conservation measures

Eric Varley, Secretary of State for Energy, in Parliament on 9 December outlined 12 measures which the Government have decided to adopt to conserve energy. He emphasised that the measures were to be regarded as an interim package which it was intended to extend and reinforce in the future. His Advisory Council on Energy Conservation had already produced a number of suggestions for the Government to consider and its work would grow and develop over the months and years ahead.

The 12 measures mentioned by Mr. Varley are:

1 To introduce a loan scheme which will provide a source of finance for energy saving investment in industry, to ensure that such investments are not held back by cash flow problems. Loans will be at rates of interest comparable with those under the Industry Act. Mr. Varley expected to make available £3 million a year for this purpose.

2 The Government will use its powers to ensure that the next round of oil price increases bears more heavily on motor spirit than on other oil products.

3 Further reductions in the lead content of petrol should not be made before a thorough review of all the medical and economic indications of proceeding with the programme have been undertaken.

4 Measures aimed to achieve eventual savings of around £20 million a year or more than 20 per cent of current expenditure on energy consumption in Government, civil and defence buildings.

5 The Government are opening urgent discussions with local authorities and others concerned to see how far and in what ways savings can be achieved by public authorities other than Government.

6 The Government have decided to reduce the maximum speed limits on single carriageway roads to 50 mph and on dual carriageways, other than motorways, to 60 mph. Speed limits on motorways will remain unchanged.

7 Compulsory limits to be introduced on heating levels to a maximum of 20 deg. C. (68 deg F.) in buildings other than living accommodation and a limited range of further exemption designed to protect the young, the old, the sick, the disabled and certain types of material and equipment.

8 The Secretary of State for the Environment is laying an order which will have the effect of approximately doubling the standards of thermal insulation required in new dwellings.

9 Consideration is being given to future legislation to make it necessary to state fuel expenditure in compulsory annual reports.

10 Both management and employee representatives engaged in joint consultation in industry and commerce should see that energy saving is made a regular subject for practical discussion leading to early and effective action.

11 The use of electricity for external display and advertising purposes to be restricted during daylight hours, effective after the New Year holiday.

12 Finally, to promote and reinforce action in all these areas, the Government will over the months ahead, develop a publicity campaign to inform and advise industry and commerce, motorists and households on how they can help themselves and the nation by using energy more carefully and efficiently. In addition the heads of nationalised fuel industries have told Mr. Varley that they will co-ordinate energy saving publicity.

Celtic Sea Committee meets in Cardiff

John Morris, Secretary of State for Wales, held the first meeting of his Celtic Sea Advisory Committee at the Welsh Office, Cardiff, on 6 December. John Smith, Parliamentary Secretary in the department of Energy with particular responsibility for North Sea oil, was also present. Mr. Morris said that the meeting had been an extremely useful start to the work of the committee.

There had been a wide ranging discussion. The potential of the Celtic Sea in the UK oil development was well recognised and the committee had been happy to learn of the reference to Wales and the Celtic Sea in the announcement by the Secretary of State for Energy on the disposal of off-shore oil. There was no doubt that Wales as a whole would share in the benefits of UK off-shore oil.

National oil interests would be looked after by the proposed British National Oil Corporation which would have a Welsh presence. There were real and immediate opportunities for Welsh industry in the UK off-shore market, opportunities well in advance of the expected developments in the Celtic Sea area. However, as Scottish experience had shown, events could move very quickly and it was necessary to be fully prepared. The Advisory Committee had therefore, discussed industrial, environmental, training, educational, housing and other requirements, together with the infrastructure and the need for a sensible, controlled planning point.

The committee had asked for progress reports on these issues for its next meeting in the spring.

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Technology News

Concrete progress at Hartlepool

The 16-foot thick cap of the first reactor at Hartlepool nuclear power station has now been concreted successfully. The operation involved placing 350 cu. yd. of concrete in the 35-foot diameter cap, pierced by 405 vertical standpipes for fuelling and control rods with in some cases only two inches clearance between them.

The 1,250 megawatt twin advanced gas cooled reactor station is being designed and constructed for the Central Electricity Generating Board by British Nuclear Design and Construction, with Taylor Woodrow Construction as civil engineer. It is the Board's 11th nuclear power station, due for completion in 1977.

The concreting of the first reactor pressure vessel marks a significant stage in the construction of the station. To achieve the pour, which lasted nearly 24 hours, a lorry-mounted boom pump was hoisted by crane up the outside of the main building and then in to a point beside the top cap of the reactor 90 feet above ground level (118 feet above basement level). The concrete was carried by dumper and crane to a hopper above the pump. Precise quantities were then pumped in a carefully planned sequence of 150 segments and layers to avoid risk of distortion of the standpipes.

The two reactors at Hartlepool are contained in cylindrical concrete pressure vessels 96 feet high and 85 feet in diameter, with the reactor in a central core and eight boilers in vertical pods in the concrete walls. Circumferential pre-stressing will be applied by wire winding, with 4,000 miles of high tensile wire round each vessel.

Scaler Ratemeter PSR6 which can check benches and clothing for radiation contamination and be used for a variety of radiation measurements. Used by British Nuclear Fuels at Risley the PSR6 is manufactured by Nuclear Enterprises at Sighthill, Edinburgh.

Steelworks separate from nuclear reactor

As a result of 14 months study, the European Nuclear Steelmakers Club (ENSEC) has decided in favour of a steelworks sited separately from a High Temperature Reactor.

Reducing gas will be made from a hydrocarbon using heat from an HTR, but under the new scheme it will not be at a high temperature when it arrives at the steelworks and will need reheating by burning fossil fuels (probably some of the gas) before use.

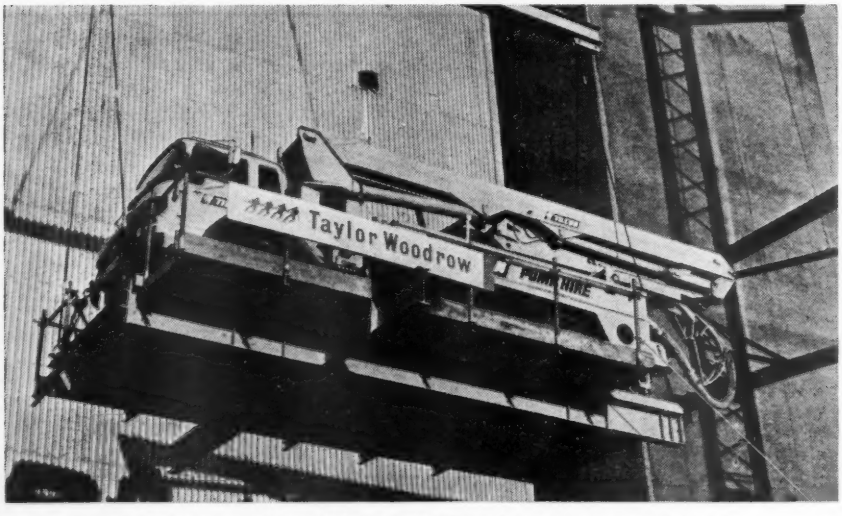
The organisational, operational and scheduling advantages of non-integrated layout would, it was thought, outweigh those of a contiguous steelworks/nuclear reactor complex. A reactor sited away from the steelworks could be used as a source of reformed gases and electricity for several steelworks and indeed several other industries. With larger demand the complex could include more than one reactor which would ensure a continuous supply of gas.

The meeting at the Royal Society, which was presided over by the ENSEC chairman, Dr. Robert S. Barnes, Director of Research and Development, British Steel Corporation, was attended by 75 representatives of the companies and organisations which make up the seven members and 43 associate members of the Club. These include steelmakers, nuclear energy and public utility authorities, plant builders, equipment and material suppliers and consultants drawn from Europe, Australia, Canada, Japan, Scandinavia, South America and USA.

ENSEC considered the final report of the Club's first working party, which was chaired by Dr. A. Decker, Director of the Centre de Recherches Metallurgiques in Belgium, on the energy consumption of steelmaking processes. It also received preliminary reports of the working parties on reducing gases, chaired by Monsieur L. Coche, Director-General of Institut de Recherches de la Siderurgie in France, and on heat exchangers, chaired by Professor Dr. F. Savioli, Director of Centro Sperimentale Metallurgico in Rome.

The Club has also set up a working party to study the economic feasibility of nuclear steelmaking under the chairmanship of Mr. G. W. van Stein Callenfels, of Estel Hoesch-Hoogovens in the Netherlands.

The next meeting of the Club will be held in 1975 when working party reports will be given further consideration.



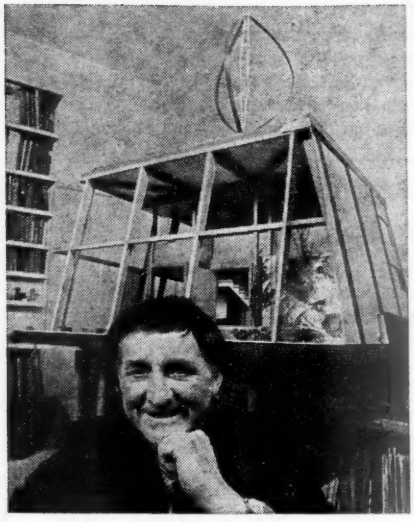
A lorry-mounted boom pump being hoisted at Hartlepool nuclear power station for concreting of the first reactor cap.

Linking computer networks

For well over a year the National Physical Laboratory has been running a general purpose packet-switched network which has now come to be relied upon as a laboratory service. Operating over the NPL sites at Teddington and Feltham the network connects about 100 character-terminals and 10 dissimilar computers, several of which provided services such as information retrieval and text-editing using visual displays, high-speed printing and secure file storage on disk.

The Computer Science Division now has plans to link the network to others including the Post Office EPSS, partly as a research effort and partly to provide access to remote computer bureaux for NPL users via terminals attached to the network. To carry through such plans requires judgements about design trade-offs in a network situation.

NPL has chosen Computer Analysts and Programmers to undertake a study of the problems involved in this linkage because of the company's knowledge of data communications systems and of both the NPL and EPSS networks.



Model of the house which, by using sun and wind to provide light, heat and power could be self-sufficient. Designed by Alexander Pike of Cambridge University, a prototype is likely to be built in 1975 when it will be occupied by a family of four to test the theory.

The self-sufficient house

Attempts to be self-sufficient are usually regarded as cranky withdrawal, rather than a means of making use of established science. One piece of research which must be taken more seriously is the self-sufficient house, developed by Alexander Pike at Cambridge University.

Space heating is designed to be provided by using collectors for solar radiation, storing the heat obtained during the summer for use throughout the winter, boosted by the periods of winter sun. Wind power will be utilised for generating electricity with the surplus energy diverted to provide domestic hot water. Rainwater collected from the roof surfaces will be purified and, whenever possible re-used. Human waste and kitchen and green garden waste will be fed into a sewage digester to produce methane gas for cooking purposes. The sludge that remains will be used as a fertiliser for the indoor garden which could provide the family with fruit and vegetables all year round.

The house is jointly sponsored by Britain's Science Research Council with the Department of Environment and the research work on it has been carried out for the past three years at the University of Cambridge, Department of Architecture.

New role for GINO-F

GINO-F, code name for the computer graphical software package devised by the Department of Industry's Computer Aided Design Centre, Cambridge, has been successfully implemented on the Digital Equipment Company's DEC system-10 computer.

Hatfield Polytechnic Computer Centre performed this latest development. It adds to the ever increasing number of manufacturers' machines on which the package is available. The Polytechnic are now supporting GINO-F customers who own DEC system-10.

GINO-F is a package which handles graphical computer data – drawings, plans, maps and so on – and converts it into digitised form.

One of the first customers for this new GINO-F implementation is Whessoe Ltd., Darlington, capital plant manufacturers for the oil, gas, nuclear power, chemical, iron and steel and offshore industries. Whessoe have recently installed a new DEC system-10 for their own computing requirements and to operate on a bureau basis. GINO-F already provides the basis for their own graphics work in such areas as heat exchanger and pressure vessel design. It will now be made available to their bureau clients.

Time Sharing Ltd. also offer the package to their bureaux clients on the DEC system-10 multi-access system. First user is CPC Europe, manufacturers of a wide range of consumer food products. They are using GINO-F as an aid to their project team studying package design development.

For further information please contact: Head of Market Development, Computer Aided Design Centre, Jay Mews, London SW7 2EP (01-584 3768 telex: 81420).

Exploring the galaxies

A high speed automatic machine, COSMOS, unveiled at the Science Research Council's Royal Observatory Edinburgh, has been developed to detect and measure the vast numbers of faint distant galaxies. They will be recorded on photographs taken with the UK 48-inch Schmidt telescope which was commissioned in Australia last year. It has been built for the Observatory by Computer Applications Services of Heriot-Watt University and was designed jointly by scientists from both institutions.

Conceived in February 1970, COSMOS finds and measures the co-ordinates, sizes, magnitudes, orientations and shapes of images of stars and galaxies on the photographs at rates of up to a thousand per second. The measurements are recorded on magnetic tape and analysed in the Science Research Council's Atlas Computer Laboratory at Chilton, Didcot, Oxon.

The new Schmidt telescope combines very high quality optics with new photographic sensitising techniques to penetrate deeper into space than any previous astronomical surveys. This means that COSMOS provides a powerful system for the study of distant parts of the Universe. The measurements made by the machine enable the computer automatically to distinguish galaxies from stars, and the spatial distribution and structural properties of many millions of galaxies will be determined in the coming months. Furthermore, COSMOS can make extremely precise measurements of position, size and shape of individual galaxies at rates of several hundred per hour, or map them in great detail at high speed, and will be capable of measuring photographs of the spectra of the light from large numbers of both galaxies and stars.

Edinburgh astronomers, and visitors from other observatories, are already using the first results to study exciting cosmological problems.

First European space tribology symposium

The European Space Research Organisation, in conjunction with its European Space Tribology Laboratory which is located at the United Kingdom Atomic Energy Authority's Risley establishment, is sponsoring a symposium on space tribology at the ESRO establishment at Frascati, Italy, on 9, 10 and 11 April 1975.

The object of the Symposium is to highlight developments in space tribology, particularly in the context of long life systems extending to 10 or more years. The meeting will provide a forum for the interchange of ideas on designs and design concepts, lubricants and lubricating systems, testing methods, and will indicate the direction of further development needed. Sessions are planned on bearings and bearing systems; lubricants and lubrication; slip rings and gears; and tribology component testing.

Detailed programmes and application forms are available from: Dr. E. J. Robbins, ESTL, National Centre of Tribology, UKAEA, Risley, Warrington, WA3 6AT.

'The engineering specialists'

Every progressive manufacturer has constantly to review the design of his products. For this reason, the Design Council has organised 'The Engineering Specialists' exhibition at the Design Centre from 8 January to 5 February 1975. Two seminars about the engineering specialists will be held at the Royal Institution during this period.

The exhibition will be built around the work of sponsored and private research organisations whose expertise is improving design of British engineering products and equipment. Improvements in these areas cannot be overstressed at the present time when reliability, maintainability, suitability for use, production techniques and material selection, all need to be reviewed.

The type of help which engineering companies can receive will be shown by fifteen research and consultancy organisations, including such well known names as Ricardo, The Fulmer Research Institute, the National Engineering Laboratory and the Computer aided Design Centre.

Parliament

Monday, 2 December

Finance for Industry

Mr. John Stanley (Tonbridge and Malling) asked the Secretary of State for Industry, what official contacts he expects to have with Finance for Industry.

Mr. Benn replied: 'Finance for Industry Ltd. is to make available on commercial terms finance for investment by British industry, and I expect to have the same degree of contact with that company as with other commercial sources of industrial finance.'

Steel supplies

Mr. Hal Miller (Bromsgrove and Redditch) asked for a statement on the likely effect on steel supplies of the current dispute in the BSC.

Mr. MacKenzie said: 'The BSC estimate that over the first eight months of this financial year they have lost over 700,000 tonnes of steel production due to industrial disputes. They have stated that if there is no improvement in the latter they may lose 1 million tonnes this financial year.'

Industrial development

Mr. Edwin Wainwright (Dearne Valley) asked if arrangements would be made for building two more advance factories in the South Yorkshire intermediate area.

'Since July I have announced five factories for South Yorkshire,' said Mr. MacKenzie.

'Two of them I announced as recently as 14 November to be built on land in our possession. Our priority now is to acquire suitable land for the other three factories and for possible further building in the future.'

Mr. Kevin McNamara (Kingston-upon Hull Central) wanted to know the numbers of Hull based firms moving into new factory premises and the number of firms not based in Hull opening new factory premises over the past four years.

Mr. MacKenzie replied: 'I regret that comprehensive information for new industrial projects completed is not available. During the past four years one Government advance factory has been occupied by a firm from outside Hull. From January 1971 to September 1974, 98 industrial development certificates have been issued to firms wishing to carry out projects in the Hull travel-to-work area. The IDC exemption limit was increased from 10,000 sq. ft. to 15,000 sq. ft. in July 1972 and I have no details of projects below these limits.'

Oil rig construction

Mr. James Sillars (South Ayrshire) inquired about the amount of public money, in investment grants, going to firms engaged in the construction of oil rig and oil production platforms within Scotland.

Mr. MacKenzie answered: 'I regret this information is not readily available. Investment grants, which were terminated in October 1970 except on contracts placed before 27 October 1970, were payable to companies providing oil rig and oil production platforms for use in the United Kingdom Area of the Continental Shelf. The place of construction of such equipment was not a prerequisite to payment of grant and no separate records have been maintained.'

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Isle of Man postal service

Mr. Tom Normanton (Cheadle) asked if the Secretary of State for Industry would seek to negotiate arrangements whereby UK postage stamps would be accepted by the postal service in the Isle of Man.

'No,' said Mr. MacKenzie. 'Under the agreement made in May 1973 between the Minister of Posts and Telecommunications and the Government of the Isle of Man postal services in the Island are administered by the Manx authorities, who could not be expected to entertain a loss of revenue from the use of United Kingdom postage stamps instead of their own.'

Telephone charges

Mr. Mike Thomas (Newcastle upon Tyne East) asked about the average cost per dialled unit, including rental charges, for a private subscriber with a single telephone who consumes 100, 500 and 1,000 dialled units per annum, respectively.

Mr. MacKenzie said: 'The costs per dialled unit for a private subscriber who makes 100, 500 and 1,000 dialled units per annum are 28.62p, 7.02p and 4.32p respectively, inclusive of VAT. These are a reflection of the relative costs incurred by the Post Office.'

National Enterprise Board

Questions were asked by Mr. Ioan L. Evans (Aberdare) and Mr. John Stanley (Tonbridge and Malling) on the establishment of the National Enterprise Board.

'Legislation to establish the National Enterprise Board will be introduced as soon as possible in the current Session,' replied Mr. Heffer.

Mr. J. W. Rooker (Birmingham, Perry Barr) asked when the appointment of chairman designate of the NEB would be announced.

'My Rt. Hon. Friend the Secretary of State for Industry hopes to be able to make an announcement before long.' said Mr. Heffer.

British Airways computer system

Mr. Eric Moonman (Basildon) asked for a statement on the advice given by the Secretary of State for Industry to British Airways on their computer system.

Mr. Benn replied: 'My Department's views about the orders for large computers placed by British Airways in 1973, were reflected in the memorandum which the Department of Trade submitted in May to the UK Computer Industry Sub-Committee of the Select Committee on Science and Technology.'

The social contract

Mr. Robert Adley (Christchurch and Lymington) asked if the Secretary of State for Industry would detail the specific role played by his department in implementing the social contract.

'In framing all its policies my department takes full account of the objectives of the social contract,' replied Mr. Heffer.

Price of anti-freeze

Mrs. Ann Taylor (Bolton West) asked Questions on the average price of a gallon of anti-freeze compared with the price 12 months ago; and the reason for the increase.

Mr. Maclennan said: 'Anti-freeze this year is selling at prices nearly three times higher

than those prevailing 12 months ago. Antifreeze is produced from ethylene glycol and the price of that product has risen substantially as a result of the pressures of world demand and the five-fold increase in the cost of crude oil from which it is derived.'

Food subsidies

Mr. John Pardoe (North Cornwall) asked the Secretary of State for Prices and Consumer Protection: 'What has been the total cost of food subsidies, and of each food subsidised to date?'

Mr. Maclennan said that expenditure on food subsidies up to the end of October 1974 was as follows:

	£ million
Bread	26.1
Butter	27.7
Cheese	12.0
Flour	0.8
Milk	150.8
Tea	4.1
Total	221.5

Fireworks

Mr. Dan Jones (Burnley) asked how many accidents involving fireworks occurred between 1950 and the latest available date; how many were fatal; and how many affected children under 14 years of age.

Mr. Williams replied: 'Each year since 1962, hospitals in England and Wales have supplied information about persons who have received treatment for injuries caused by fireworks during a four week period covering the Guy Fawkes season. No statistics are available for earlier years. The total number of injuries recorded in the years 1962 to 1973 inclusive is 23,209, and of these 5,023 were serious, 12,908 involved children under 13 years of age, and 4,362 children aged between 13 and 15. There were three fatalities, all of children under 13.'

Imports of maize

Mr. James Spicer (West Dorset) asked: 'What are the figures for the import of maize from France for the period January to October 1973 as related to January to October 1974?'

Mr. Deakins said: '394,166 tons in January-October 1973 and 751,149 tons in January-October 1974, representing an increase of 90.6 per cent.'

Trade with EEC

Figures were asked for by Mr. Wyn Roberts (Conway) showing the annual rate of growth or decline of UK imports (a) from the EEC and (b) from outside the EEC of (1) cereals, (2) dairy products, (3) fuel, (4) chemicals and (5) iron and steel in 1974 and 1973 by value at constant prices.

'Information by value at constant prices is not available,' said Mr. Deakins. 'The quantity of imports during January to October 1973 and 1974 was as follows:'

Thousand tons

	EEC			Other countries		
	1973 Jan.-Oct.	1974 Jan.-Oct.	Percentage change	1973 Jan.-Oct.	1974 Jan.-Oct.	Percentage change
Cereals (SITC(R) Division 04)	2,692	3,848	+43	4,027	2,711	−33
Dairy products (SITC(R) Division 02)	283	406	+43	188	117	−38
Fuel (SITC(R) Divisions 32, 33 and 34)	16,242	14,410	−11	100,416	97,661	−3
Iron and steel (SITC(R) Division 67)	1,181	2,627	+122	1,387	1,592	+15

Note:
Quantity figures were not available for many chemical imports in 1973. Figures of chemical imports (SITC(R) Section 5) from the EEC by value in current prices were £368 million in January-October 1973 and £772 million in the same period of 1974. The figures for 'Other Countries' were £359 million and £570 million, respectively.

Labour Party Properties

Mr. Geoffrey Finsberg (Camden, Hampstead) wanted to know the names of the current directors of the Labour Party Properties (Company Registration 964628); what resignations have taken place since 1 January 1974; on what dates they occurred; and on what dates they were registered at Companies House.

Mr. Clinton Davis answered: 'According to the statuotry returns on file the current directors are Leonard James Callaghan; Colin Barry Phipps; Leonard Forden; Douglas Richards; John Cartwright; Henry Reginald Underhill; Ronald George Hayward; Harold Edward Hickling; Sidney Weighell; Alexander Harper Kitson.

'A Notice dated 13 June 1974, of resignation of A. Cunningham, J. Diamond and J. Gormley as directors was filed on 18 June 1974 but no dates of resignation were given.

'A Notice, dated 31 July 1974, of resignation of O. P. Stutchbury as director was filed on 3 August 1974.

'The company has been asked to give the dates of resignation.'

New north-bound air route

Questions were asked by Mr. Robin Corbett (Hemel Hempstead) on plans to monitor the expected increase in noise levels on the new north-bound air route over Bovingdon, Hemel Hempstead, the Gaddesdens, Markyate and Flamstead arising from revision of the London terminal control area and the estimated NNI ratings for these districts.

Mr. Clinton Davis said: 'The new route is not due to come into operation until the spring of 1975 and there is therefore adequate time to consider the question of monitoring noise levels.'

Mr. Clinton Davis continued that, assuming that the volume of traffic and the types of aircraft involved remain fairly constant, the levels at Bovingdon, Hemel Hempstead and Great Gaddesden should not be higher than 35 NNI. At Markyate and Flamstead the levels as a result of revision are not expected to be significantly higher than the present levels which lie between 35 and 45 NNI.

Mr. Corbett also asked what consultations were held with local authorities, airport consultative committees, amenity associations and other groups with a known interest in aircraft noise before agreeing to the proposed revisions in the London terminal control areas and on what date the Civil Aviation Authority's proposals were approved.

Mr. Clinton Davis replied: 'No such prior consultations were held but explanatory documents were sent out on 18 September to 28 Hon. Members, 26 County, Borough and District Councils, four Airport Consultative Committees and 13 other bodies with an interest in aircraft noise. Copies of the documents were subsequently sent to 17 other bodies and individuals. It was, and is, open to all recipients of the document to comment on the proposed changes.'

Mr. Clinton Davis also said that the conclusion was reached in early September last that the proposed revision was required on safety grounds which must always be paramount.

Mr. Corbett also asked if the Secretary of State for Trade, would postpone revision of the London terminal control area until local authorities, airport consultative committees, amenity associations and groups with a known interest in aircraft noise can present alternative proposals to lessen noise nuisance.

Mr. Clinton Davis answered: 'I am informed by the CAA who are responsible for these matters that is is essential in the interest of safety to introduce new arrangements in April 1975. It would therefore be most undesirable to postpone the date of implementation. But any practical suggestions consistent with the maintenance of a high standard of safety will be carefully considered for incorporation in the new system.'

Steel pipe for North Sea oilfields

Mr. Leslie Spriggs (St. Helens) inquired about the full extent of steel pipe requirements for the North Sea oilfields, and which firms or countries have won these orders for steel pipes.

Mr. Smith replied: 'It is estimated that in the present year demand for steel pipe will be of the order of 90,000 to 100,000 tonnes for well casing and 200,000 tonnes for pipelines. The major proportion of the well casing has been supplied by the British Steel Corporation but all the pipeline has come from overseas as the BSC does not make pipe to the special requirements of the oil companies for use in submarine service.'

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1H 0ET, or by telephoning 01-823 3400.

Parliament continued

EPIRBs

Mrs. Winifred Ewing (Moray and Nairn) asked the Secretary of State for Trade what investigations he has carried out into the advisability of prescribing radio buoys and/or emergency locator transmitters which automatically float off sinking ships and emit distress signals.

Mr. Clinton Davis replied: 'As I informed the House on 18 November (*Trade and Industry*, 28 November, page 448), I am at present examining the need to prescribe EPIRBs. This matter is being extensively studied in my Department, and by our ships' wireless working party, a standing committee to advise on marine radio matters which has a wide representation of marine interests. It has also been considered by a special study group set up to look into techniques that might help in the cases of sudden disasters at sea.'

Mrs. Ewing also asked if radio location signals can be received by all search ships.

'Signals on 2182kHz, the International Radiotelephone Distress Frequency, can be received by RNLI offshore lifeboats,' said Mr. Clinton Davis. 'Merchant ships, both British and foreign, which may be called upon to assist in search and rescue, as well as naval vessels, can receive these signals and new radio rules for fishing vessels will require the frequency to be received by all British fishing vessels of 12 metres and longer.'

International Energy Programme

Mrs. Ewing asked what voting rights Great Britain will have on the recently agreed International Energy Programme; and for a list of the parties to the agreement.

Mr. Eric Varley, Secretary of State for Energy, answered: 'The following 16 countries are parties to the Agreement on an International Energy Programme: Austria; Belgium; Canada; Denmark; the Federal Republic of Germany; the Republic of Ireland; Italy; Japan; Luxembourg; the Netherlands; Spain; Sweden; Switzerland; Turkey; United Kingdom; United States.

'The voting rights of each of the participating countries are based on a weighting of three units for each country plus an 'oil consumption' weight reflecting each country's consumption of oil. Details of the voting weights and of the agreed voting procedures are contained in Article 62 of the Agreement, copies of which have been placed in the Library.

'Of the parties to the Agreement, the United States and Canada are the only substantial oil producers at present, although the United Kingdom will become a substantial oil producer in due course. Austria, Germany and Turkey are producers of smaller quantities.'

Electricity supply industry inquiry

Mr. Arthur Palmer (Bristol North East) asked the Secretary of State for Energy, whether he proposes to review the present structure of the electricity supply industry in England and Wales.

Mr. Varley said: 'The present structure of the industry in England and Wales dates from 1957. Since then there have been many changes in the environment in which the industry operates. I believe that it is desirable to examine in the light of experience and the new challenges facing the industry whether the present structure is the best suited to meet the demands likely to be placed on the industry and the needs of electricity consumers. I have accordingly decided to set up a Committee of Inquiry with the following terms of reference:

"To examine the structure of the electricity supply industry in England and Wales and to report to the Secretary of State for Energy."

'I am pleased to say that The Lord Plowden, KCB, KBE, Chairman of Tube Investments Ltd., has agreed to be Chairman of the Committee and the following members to serve on it:

Professor R. J. Ball,
Mr. Frank Chapple
The Lord Kearton, OBE, FRS
The Baroness Seear
Sir Alan Wilson, FRS.'

Solar energy

Mr. Peter Rost (South East Derbyshire) asked for a statement on the progress of the study being undertaken by the International Solar Energy Society; what financial and technical assistance the Department of Energy is providing; and if any conclusions will be published.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy said: 'The UK Section of the International Solar Energy Society is organising an independent study of solar energy with the help of technical staff provided by a number of organisations, including my own Department, and with financial support from the Wolfson Foundation. It is therefore not for me to decide what information should be published. However I understand that the study is expected to be completed by September 1975 and that a report will be published.'

Mr. Rost also wanted to know the budget expenditure of the programme of research in the EEC on solar energy; the estimated UK contribution; where this research is taking place; how long it has been under way; and when a statement on progress will be published.

Mr. Smith said: 'The Council of Ministers approved in June 1973 a European Commission Budget which included an expenditure of 3.05 million units of account (mua) for the four-year period 1973-76 to cover work on New Technologies, of which 1.5 mua relates to research on solar energy. The estimated UK contribution to the solar energy component is £92,000. This research is being carried out at the Joint Research Centre of the Community at Ispra, Italy. The publication of statements of progress is a matter for the European Commission.'

Tuesday, 3 December

Regional airports

Mr. John Evans (Newton) asked for the total cost, to the latest available date, of building and developing Ringway Airport, Manchester and Speke Airport, Liverpool, respectively.

Mr. Clinton Davis said: 'I am informed by the Manchester District Council and the Liverpool District Council the proprietor authorities concerned that capital costs of some £20 million have been incurred at Manchester Airport since it opened in 1938, and of some £4.5 million at Liverpool Airport since it was de-requisitioned in 1961.'

Protein from oil feedstock

Mr. T. H. H. Skeet (Bedford) asked how many companies are operating protein from oil feedstock plants in the United Kingdom and other Common Market countries.

Mr. Meacher said: 'One company is operating protein from oil feedstock plants in the United Kingdom and other Common Market countries. The company is British Petroleum Ltd. and the plants are at Grangemouth in Scotland and at Laverra in France.'

EEC directive on units of measurement

Mr. Ray Carter (Birmingham, Northfield) asked what effect the EEC directive on units of measurement will have on UK legislation concerning prescribed imperial quantities for foodstuffs and other goods.

Mr. Williams replied: 'From the date when this directive generally comes into effect we shall be obliged not to discriminate against packages designated in metric quantities, though we retain the right to require an imperial marking in addition. It is therefore important that we should by then have reached agreement on the most appropriate metric quantities for the sale of these goods. In consultation with the Commission and other Member States it has become clear that they regard the periods of time quoted in Article 1(1) and Article 4(1) of this directive as being consecutive rather than concurrent: hence the operative date is April 1978, not October 1976.'

Shoe retailing

Mr. David Young (Bolton East) and Mr. John Tomlinson (Meriden) asked if the Secretary of State for Prices and Consumer Protection, is satisfied with the standard of service being provided for customers by the shoe retailing trade.

'I believe there is much room for improvements,' said Mr. Williams. 'The experience of my own Department and of the Office of Fair Trading bears out the recent statement by the National Consumer Protection Council that more customers complain about their treatment by shoe shops than by any other kind of shop.

'Nearly 25 per cent of all the telephone complaints and some 12 per cent of all the written complaints about unsatisfactory goods which my Department has received from consumers since the beginning of 1973 have concerned shoes. I understand that, in the analysis of consumer complaints dealt with by Trading by the Office of Fair Trading, the number of complaints about footwear is among the highest for any category of goods.

'Action to deal with the problem is largely a matter for the Director General of Fair Trading. I understand that he is anxious to develop a proper system for dealing with consumer complaints in this area and for making confidential test reports on footwear

more widely available, and that he has already met representatives of the footwear trade associations with a view to developing an industry-wide code of practice.'

Wednesday, 4 December

EEC renegotiation

Mr. James Sillars (South Ayrshire) asked the Secretary of State for Trade to list the Articles in the treaties which, on matters affecting trade, present major obstacles to our current efforts to renegotiate the terms of entry to the EEC.

Mr. Shore replied: 'The Government does not at present believe that it will be necessary to seek amendments to the Treaty of Accession or the Treaty of Rome in order to achieve their renegotiation objectives in the trade or other fields. But, as my Rt. Hon. Friend the Secretary of State for Foreign and Commonwealth Affairs said in the EEC Council of Ministers on 1 April of this year, we reserve the right to propose changes to the Treaties if it should turn out that essential interests cannot be met without them.'

EEC countries with free trade arrangements

Mr. Sillars asked which EEC countries have free trade arrangements with non-EFTA countries or non-associated states; and what is the statutory basis for such arrangements within EEC legislation.

'Only West Germany,' said Mr. Deakins. 'A Protocol to the Treaty of Rome authorises trade between West Germany and the German Democratic Republic to be treated as internal trade.'

UK exports

Mr. Sillars asked for a table showing UK exports per head of population compared to that of all other major industrialised countries.

Mr. Deakins gave the following information of United Kingdom and certain other industrial countries exports per head of population in 1973 were:

	US $
United Kingdom	546
Belgium/Luxembourg	2,216
Netherlands	1,790
Sweden	1,495
Switzerland	1,472
Canada	1,139
German Fed. Rep.	1,089
France	682
Czechoslovakia	451
German Dem. Rep.	443
Italy	405
Japan	341
USA	334
USSR	86

Source: United Nations Monthly Bulletin of Statistics, October 1974, Table 1 (population) and Table 52 (exports).

Trade with Oman

Mr. Stanley Newens (Harlow) asked for information on the value of exports to and imports from Oman for each of the last 10 years.

Mr. Deakins said that figures for Oman (formerly Muscat and Oman) are published in Volume I of the appropriate *Annual Statement of the Overseas Trade of the United Kingdom*, prior to 1973; for 1973 they appear in the December issue of the *Overseas Trade Statistics of the United Kingdom.*

Hudson Report

Mr. Eric Moonman (Basildon) asked if the Secretary of State for Industry would give consideration to a six-year national plan, in connection with the Industry Act, outlined in the recent Hudson Report.

Mr. Heffer said: 'The Government have recognised the need to strengthen industrial planning arrangements, and to this end have proposed a system of Planning Agreements. These will be negotiated with major companies and will involve both management and workforce. Since the Government are concerned to engage in a closer, clearer and more direct relationship with industry, rather than relying, as in the past, on a regulatory framework alone, it is their view that a selective approach of this kind is more applicable to the present situation than a six-year national plan as outlined in the recent Hudson Report.'

North Sea deaths

Mr. T. H. H. Skeet (Bedford) asked the Secretary of State for Energy to express as a percentage of deaths per 1,000 employees the fatalities of North Sea divers, trawlermen and miners.

Mr. Smith answered: 'Precisely comparable figures of the fatality rates for these occupations are not available. For the years 1971 to 1973 and the 10 months to the end of October 1974 the approximate fatality rate per 1,000 employed were:

Year	Divers*	Trawlermen	Miners
1971	3.33	2.71	0.24
1972	2.50	1.14	0.22‡
1973	4.00	2.90	0.29
To end October 1974	5.00	11.45†	0.13‡

* Includes fatalities in both the North Sea and Celtic Sea areas of the UK Continental Shelf.
† Includes 36 men lost on the trawler 'Gaul'.
‡ These periods were affected by strikes in the coal industry in those periods.

Thursday, 5 December

The 'Asiafreighter'

Mr. Kevin McNamara (Kingston-upon-Hull Central) asked for a statement about the operation to decontaminate the Asiafreighter.

Mr. Clinton Davis replied: 'The operation to clear the *Asiafreighter*'s hold of arsine gas by use of the ship's ventilation systems in an unfrequented area far out at sea was successfully concluded on 27 November 1974, when samples of the air at the exhaust vents showed no trace of the gas. Nonetheless, there was still a possibility that pockets might remain in the hold, and it was therefore entered and tested by the managing director of Air Products (UK) Ltd. on the same day. Samples in the lowest parts of the hold again showed no signs of gas. The vessel was therefore allowed to proceed to Rotterdam for the unloading of the cargo destined for that port.

'As my Rt. Hon. Friend informed the House on 18 November 1974, he appointed an Inspector to investigate the incident under Section 728 of the Merchant Shipping Act 1894. The Inspector went to Rotterdam to be present for the opening of the affected container. We will consider what further action is necessary when we receive his report.

'I should like to take this opportunity to express my appreciation of the efforts and the undoubted courage of the Master and his officers, the managing director of Air Products Ltd. of New Malden, and his colleagues, and Dr. Roy Goulding of Guy's Hospital, all of whom went to sea on this vessel to undertake the task of clearing the hold. While every step was taken to ensure their safety and none has been affected by gas, their actions to resolve a dangerous situation, which was in no way of their making, deserve high commendation. I am sure that all Members of this House will join me in wishing those members of the crew who were earlier affected by the gas and are still in hospital a swift recovery.'

Civil Aviation Policy review

Mr. Russell Kerr (Hounslow, Feltham and Heston) asked about arrangements for consultations during the course of the Civil Aviation Policy Review; and for its terms of reference.

Mr. Shore's reply is published on page 565.

Inquiry into Wholesaling and Dealing

Mr. A. J. Beith (Berwick-upon-Tweed) asked what estimate had been made of the time it would take an average concern to complete the questionnaire issued as part of the Inquiry into Wholesaling and Dealing for 1974 by the Business Statistics Office, Newport; and whether the information called for is necessary.

Mr. Clinton Davis answered: 'The time it will take a business to complete a questionnaire will depend upon the type of form received and how readily the business has the information available. Three types of form are being used: only the largest businesses will be requested to supply the full range of information while the smallest businesses will be asked to complete a much simpler form. Estimates may be given where difficulty may arise in providing precise figures. I am satisfied that the information called for is necessary. This is the first comprehensive inquiry into wholesaling for nine years and the list of topics has been kept to the minimum which will meet the needs of Government and certain other users. Plans for the inquiry have been scrutinised by the CSO Survey Control Unit and endorsed by the Census of Distribution Advisory Committee.'

Import taxes or levies on food

Mr. Tom Torney asked for an assurance that no import taxes or levies on food imported into the UK will be raised in 1975.

'No,' replied Mr. Deakins. 'So far as duties are concerned we are wholly bound under the EEC Accession Treaty to make the tariff moves due on 1 January next, which include as well as further cuts in duties on all imports from the rest of the Community some duty increases as well as reductions on imports from third countries. Levies on food are a matter for my Rt. Hon. Friend the Minister of Agriculture, Fisheries and Food.'

FMC and NFU Development Trust

Questions were asked by Mr. Peter Mills (West Devon), Mr. Michael Latham (Melton) and Mr. Nicholas Ridley (Cirencester and Tewksebury) on the reasons for the reference of the Fatstock Marketing Corporation to the Monopolies Commission; and if the Secretary of State for Prices and Consumer Protection would reconsider the decision to refer it.

Parliament continued

Mr. Williams replied: 'The proposed acquisition of FMC Ltd. by the NFU Development Trust was referred to the Monopolies and Mergers Commission for investigation and report because it raised substantial questions of public interest.

'The reference does not prejudge whether or not the acquisition would be contrary to the public interest; that is for the Commission to report after investigation.

'I intend to await the outcome of the Commission's inquiry.'

Petrol prices

Mr. Eldon Griffiths (Bury St. Edmunds) stated that many smaller petrol retailers, especially in rural areas like Suffolk, are at present trading at a near net loss because of the absence of viable margins between the costs of obtaining and selling petrol and permitted retail prices; and asked if the Secretary of State for Prices and Consumer Protection would urge the Price Commission to speed up their inquiry into these margins and meanwhile authorise an interim adjustment sufficient to enable those garages to stay in business.

Mr. Maclennan answered: 'I must make it clear that my Rt. Hon. Friend is not directly responsible for increases in petrol margins. Statutory responsibility lies with my Rt. Hon. Friend, the Secretary of State for Energy. But I can assure the Hon. Gentleman that the Price Commission is working with all possible speed on the petrol margin inquiry.'

RB 211

Mr. Phillip Whitehead (Derby North) inquired about Government support to the RB 211-524 aero engine.

Mr. Benn's answer is given on page 561.

Cable and Wireless

Mr. John Stanley (Tonbridge and Malling) asked if the Secretary of State for Industry is satisfied with the conduct of business by the Cable and Wireless Company.

'The Group profit of Cable and Wireless Ltd. has risen from £5.6 million in 1971-72 to £14.7 million in 1973-74 and I regard this as a satisfactory overall performance,' said Mr. MacKenzie.

'Scottish Daily News'

Mr. John Stanley (Tonbridge and Malling) asked for details of the conditions attached to the offer to the Workers' Action Committee of a loan of 50 per cent. of the cost of establishing the Scottish Daily News.

Mr. MacKenzie answered: 'The conditions are set out in my letter of 25 July to the Chairman of the Employees Enterprise Committee which was published in *Trade and Industry* on 1 August 1974.'

Alfred Herbert Ltd.

Mr. Stanley wanted to know the ceiling amount of the bank guarantee made available to Alfred Herbert Ltd. under Section 8 of the Industry Act.

'This currently stands at a maximum of £2 million,' answered Mr. Heffer.

IPD (Industrial)

Mr. Stanley asked by what date the offer of a grant of up to £3.9 million under Section 7 of the Industry Act to the workers' co-operative at IPD (Industrial) would expire.

'The offer of grant remains open for acceptance until 28 February 1975,' answered Mr. Heffer.

Industry in Tower Hamlets

Mr. Ian Mikardo (Tower Hamlets, Bethnal Green and Bow) spoke of the fall in employment in the London borough of Tower Hamlets caused by firms moving to other areas with a consequent loss of jobs opportunity and a loss of rate revenue, and asked the Secretary of State for Industry: 'What powers can be exercised to encourage industry in the borough to remain in Tower Hamlets and also to induce industry from outside the area to come into the borough; and what resources the Government can contribute towards making conditions attractive for job opportunity?'

'I realise there are problems in the inner areas of London and other big cities, including the decline in manufacturing employment,' replied Mr. Heffer. 'A number of studies are in hand; when the reports are received we shall consider what action is needed to improve the situation. I have already said that applications for IDCs in inner city areas where existing occupants wish to modernise and improve their premises or to improve efficiency will be considered sympathetically, if the projects involve no more than modest increases in labour and no significant change in the range of products. It remains, however, Government policy to give priority in the steering of new industry to the Assisted Areas.'

Scottish Council (Development and Industry)

Mrs. Winifred Ewing (Moray and Nairn) asked what sums have been provided from Government sources in each of the last five years to the Scottish Council (Development and Industry) and the National Research and Development Corporation, respectively.

Mr. Meacher said: 'The function of the National Research Development Corporation is to assist, where the public interest so requires, the development or exploitation of inventions deriving from public and private sources. The sums provided to NRDC in the form of repayable, interest-bearing advances and interest relief grants, in respect of the last five complete financial years were:

£'000

	Advances	Interest relief
1969-70	4,880	1,165
1970-71	2,850	1,458
1971-72	200	1,577
1972-73	Nil	1,555
1973-74	Nil	657

'Over the same period NRDC repaid to the Government earlier advances totalling almost £4 million and paid interest on advances amounting to more than £8 million.

'I am advised by my Rt. Hon. Friend the Secretary of State for Scotland that in the financial year 1970-71 the Scottish Council (Development and Industry) received a grant-in-aid of £10,000 towards the cost of their efforts to attract industry to Scotland. In 1971-72 they received £70,000 and in each of the years 1972-73 and 1973-74 the sum of £100,000. These grants were for the purpose of maintaining a campaign to, attract industrial investment from Europe and therefore performed a function entirely different from that of NRDC. In January 1974 the Secretary of State for Scotland offered the Council grant-in-aid of up to £150,000 per year for the three years to 1976-77 towards the cost of a worldwide campaign to attract industrial investment to Scotland.'

Reserves of off-shore oil and gas

Mr. Gordon Wilson (Dundee East) asked for current estimates of reserves of off-shore oil and natural gas; and what proportions lie, respectively, within the Scottish and English jurisdiction sectors.

Mr. Smith answered: 'We estimate that the proven and probable reserves of oil and natural gas in commercial fields in the United Kingdom sector of the Continental Shelf total respectively, 1,160 million tons and 33.7 trillion (10^{12}) cubic ft.

'The jurisdiction sectors to which the Hon. Member refers are defined by Order in Council solely for the purpose of applying the respective civil laws of Scotland and England and Wales to the United Kingdom sector of the Continental Shelf.'

Friday, 6 December

Solicitors' conveyancing charges

Mr. Ken Weetch (Ipswich) asked what section of the Price Code is relevant to solicitors' charges for conveyancing residential house property and if the matter of solicitors' conveyancing charges would be referred to the Price Commission.

Mr. Maclennan replied: 'Solicitors' conveyancing charges are governed by paragraphs 103-106 of the Price Code. Scale charges were abolished with effect from 1 January 1973 and I have no evidence of subsequent increases contrary to the Code or which would justify any general reference to the Price Commission.'

'Britain and the European Economic Community'

Mr. James Sillars (South Ayrshire) asked if the Secretary of State for Trade had received a copy of the document Britain and the European Economic Community: An Economic Reappraisal*; and if his department will undertake a study of this report's claims in respect of the trading alternatives to remaining within the EEC.*

'Yes,' said Mr. Shore. 'I have seen this report. The Government of course is at present concerned with obtaining a fundamental renegotiation of the terms of membership, but I am well aware of the arguments relating to the trading alternatives to membership.'

Trade with South Africa – correction

In replying to a Question from Mr. Patrick Wall on 18 November, the Secretary of State for Trade gave percentage figures by which UK trade with South Africa increased in the first nine months of 1974. In fact exports in the first nine months of 1974 showed a 37 per cent increase in value over the comparable period in 1973. Imports increased by 29 per cent over the same period.

BOTB News

British foods become yet more popular overseas

Guest of honour at the annual luncheon of the British Food Export Council in London last week, Frederick Peart, Minister of Agriculture, Fisheries and Food said it gave him great satisfaction to know that British foods are becoming more and more popular in overseas countries.

Among leading personalities at the event were: Eric Deakins, Parliamentary Under-Secretary of State for Trade; P. Drew, chairman and managing director, London World Trade Centre Association; Lord Glenkinglas PC, chairman, British Agricultural Export Council; G. Johnson-Smith MP; H. M. Joseph, chairman, The Cake and Biscuit Alliance Ltd.; G. K. Lawrence OBE, DSO, DFC, chairman, Food and Drink Industries Council; W. T. Pearce OBE, Director, Fairs and Promotions Branch, Department of Trade; Sir Alex Alexander, President, BFEC; R. J. Palmer, Vice-Chairman, BFEC; D. F. J. Shattock OBE, Chairman, BFEC.

Mr. Peart said at the 4 December luncheon that he was delighted to have the opportunity of meeting so many people involved one way or another 'in the difficult but rewarding art of exporting'.

He went on: 'In 1973, exports of the industries covered by the British Food Export

Extensive new dock development at Hull will serve mainland Europe

Car passenger terminal area at the British Transport Docks Board's new £2½ million terminal redevelopment at Hull, recently inaugurated by Princess Margaret and named the 'Princess Margaret Terminal'. The complex, believed to be the largest of its kind in Europe, will cater for North Sea Ferry Ltd.'s services to Rotterdam and Zeebrugge and is expected to handle over 200,000 passengers a year as well as roll/on – roll/off – facilities for cars and freight. It extends over an area of nearly 36 acres and comprises four ferry berths, separate terminal buildings for car passengers and those on foot, extensive marshalling areas for freight vehicles and cars, and covered accommodation for cargo and customs inspection. In the past 10 years the British Transport Docks Board has spent £20 million to make the docks at Hull one of Britain's leading unit load ports. With the opening of the Princess Margaret Terminal the port is now equipped with 10 unit load berths handling 31 regular weekly sailings to the main ports of Europe.

Council were worth £238 million, an increase of 34 per cent over the previous year. This year you are doing even better. During the first six months, exports totalled £152 million, compared with £110 million for the corresponding period in 1973. This is an increase of 38 per cent.

'I am assured by those who should know that the rate of progress is not entirely the result of higher prices but does, in fact, reflect significant increase in volume terms.'

On the work of BFEC, Mr Peart said: 'I know something of the production and marketing skills which go into the development of an overseas market, however good the product itself may be, and these results reflect great credit on everyone concerned.

'Of course, at the end of the day, it is individual manufacturers who have to sell their goods. But I know that they would be the first to pay tribute to the excellent work the Council is doing in making it possible for exporters to display their wares in overseas trade fairs, stores promotions and British weeks and for generally bringing buyer and seller together'.

On the recent SIAL food exhibition in Paris, Mr. Peart stated: 'I hope that all the hard work you put in has been reflected in your order books. I should like to pay tribute to General Harrison and his team; to the Department of Trade and the British Overseas Trade Board; and to individual companies and everyone else who has worked so hard to promote British exports.'

Export drive in United States

Mr. Peart continued: 'I was interested to learn that the Council is co-ordinating a concerted drive in 1975 in the United States for British branded foods. I understand that a survey has been commissioned with the aim of showing to potential exporters the many methods by which foodstuffs are distributed in the States.

'This will be followed up by an outward mission in April and by participation at the Super Market Institute Convention Exhibition in Dallas and the National Fancy Food Confection Show in Chicago later in the year. The States are still the largest single market for British foods and I hope this drive will have your full support.'

Stated Mr. Peart: 'Another potentially profitable area for our exports must surely be the Middle East. I hope food exporters will make every endeavour to boost their sales to all the oil-producing countries, who have vast revenues to spend. It is up to us to take advantage of this situation and to make sure that British goods – and especially British foods – flow in the opposite direction to the oil!

'Even if only a very small fraction of the sterling expenditure on oil supplies found its way back in payment for British food exports, what a bonus that would be for the industry – and for the balance of payments.'

Mr. Peart added: 'I and my Department will continue to give you every support and help we can. Much hard work is being done at international level to promote the harmonious development of world trade. We are hopeful of securing tariff reductions as a result of the forthcoming round of GATT negotiations. As members of the European Community we are playing a full part in the negotiations with the Mediterranean countries which we hope will result in improved access for our products.'

BFEC president Sir Alex Alexander told the gathering: 'The fundamental basis of international trading is comparative advantage and specialisation, however blurred that basis may sometimes become. Whether it is our confectionery or biscuits or speciality canned products or preserves or sauces or frozen seafoods or many other value-added products, the record of growth in our exports is impressive.

'If I quote sterling figures, and even if we allow for inflation, that growth has been significant, taking us from a figure of £138 million in 1970 to a figure which is likely substantially to exceed £300 million in this current year of 1974 – about £100 million of which will be exports to the countries of the European Economic Community, and well over £40 million to North America, many of which are new products.'

Seen together during the Export Clubs annual general meeting in London, which was organised by the British Overseas Trade Board are (from left to right) Mr. J. Sieger, chairman of the Wessex Exporters' Club; Lord Thorneycroft, Chairman of the British Overseas Trade Board; and Mr. D. Dick, Director of the BOTB's Special Export Services Branch. The 38 export clubs in Britain now have a total membership of nearly 3,000 – mainly from small and medium-sized firms.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

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Japanese enthusiastic about British environmental technology

British environmental technology, as demonstrated in the control of London smog and the return of fish to the Thames, has much to offer in solving similar problems in Japan' said Mr. Takao Fujimoto, Parliamentary Vice-Minister at the Environment Agency referring to an exhibition of analytical pollution measuring and control equipment by 15 British firms at the British Export Marketing Centre in Tokyo from 12-16 November. The exhibition was supported by the British Overseas Trade Board and the Scientific Instrument Manufacturers' Association. (SIMA).

During the exhibition, orders totalling £95,000 were secured by the British companies and a further £480,000 of business is expected in the next year. Ealing Beck Ltd. of Watford concluded two contracts for £9,500 of optical lenses performance testing equipment and the company is expecting a further order within two months.

In water pollution control, H. Tinsley and Co. of Norwood demonstrated their system for monitoring organic pollution. Mr. Laurie Nolder, marketing director of SIMA said there were very encouraging prospects for sales to Japan, especially for water pollution control equipment.

J. & S. Sieger Ltd. of Dorset displayed gas detection equipment for use in mines and industrial workshops and they intend bringing to Japan the vinyl chloride detector which they are developing.

During the exhibition a two-day seminar was held when the British firms presented detailed papers to an invited audience and subsequently some exhibitors concluded agency agreements.

Japanese investment in anti-pollution systems in 1974 is expected to total £1,600 million – an increase of 80 per cent compared with 1973. For the 1976 Tokyo International Anti-Pollution Exhibition, the British Overseas Trade Board will be supporting a joint venture group of British companies.

Fifteen manufacturers of analytical pollution measuring and control equipment held an exhibition at the British Export Marketing Centre in Tokyo from 12 to 16 November under the auspices of the Scientific Instrument Manufacturers' Association (SIMA). Picture shows the official group at the opening reception including Mr. Takao Fujimoto, Parliamentary Vice Minister of the Environment Agency (centre), Mr. J. I. McGhie (immediately on his right), Minister Commercial and Economic at the Embassy and Mr. F. Carpenter (extreme left) of Smiths Industries and Official Spokesman for the Industry, listening intently as Mr. K. Roome, International Sales Manager of Elga Products Ltd. explains his reverse osmosis pilot plant used for evaluating the suitability of large scale reverse osmosis.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Chinese authorities show interest in British products

'Our reception in China could not have been better. We are optimistic that the keen interest shown in British products by the Chinese authorities will result in firm orders for our members within the not too distant future,' commented Donald Reid, manager of the trade mission sponsored by the Scottish Council Development and Industry, which recently returned from a 13-day trip to China.

'Everyone was delighted with the first class organisation by the China Council for the Promotion of International Trade (CCPIT) and the British Embassy in Peking. This resulted in all our members having interviews arranged for them with all the right trading organisations.'

Besides visiting Peking the 14-man mission, sponsored by the British Overseas Trade Board and led by Lord Clydesmuire, also visited Shenyang, Fushum and Ashan. The CCPIT arranged a full programme of visits to factories, agricultural communes and hospitals as well as individual interviews for the members of the mission with foreign trading corporations. Seven members of the mission, including Lord Clydesmuire, also gave lectures and a film show to Chinese audiences selected by the CCPIT.

The BOTB is currently sponsoring another mission to China. Fourteen members of the Westminster Chamber of Commerce return from China on 14 December after 16 days exploring export opportunities for British products.

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Exhibitions and Fairs

British food exports eating into French market

From Clive Almond, Second Secretary (Commercial), British Embassy, Paris: The largest group of British food companies ever to exhibit at a French international food show took part in the 6th SIAL Exhibition, Paris, 12-18 November.

A total of 1,300 companies from 42 countries showed their products at this salon and the British pavilion, which covered 1,260 sq. m., was the biggest national grouping. The British joint venture contained exhibits from 48 companies and was sponsored by the British Overseas Trade Board and the British Food Export Council. In addition, there were 18 other British firms which had taken space on the stands of their French agents.

British food sales to France have almost doubled in the two years since the last SIAL and are expected to reach nearly £70 million in 1974. In addition, the sales of British beverages have increased to £15 million in the same period. This in itself is a commendable effort and, when it is considered against the fact that the French are some of the world's greatest gastronomic connoisseurs, the success of these sales in France must be considered a remarkable achievement.

It is worth nothing that this success is not based on a single product like whisky, which is unique, but extends over a whole range of products, from biscuits, beer, jams, meat and fish. Perhaps the biggest coup for British drink exports to France was the announcement at the salon that a leading French multiple store had just ordered 1,000 bottles of Hambledon wine.

During the course of the salon, Philippe Broad, the Commercial Officer in Paris responsible for this commodity, made a special effort to get buyers from the individual food and drink buying chains to visit the British stand. Overall, some hundred buyers took part in these organised visits, besides the many others who made individual calls, and in addition Commercial Officers from New York and Germany were able to help introduce buyers from their countries to the British companies participating.

The number of visitors to the show exceeded 100,000 and it is to the credit of the organisers and their publicity that 81 per cent of these were 'professional', with 25 per cent coming from abroad. The others were nearly equally divided between those that came from the Paris area and the French provinces. Most of the British exhibitors expressed complete satisfaction with the number and the quality of visitors they had seen. They were especially pleased with the number of new contacts they had been able to make with buyers from countries outside France, particularly North America, Scandinavia, Eastern Europe and Common Market countries.

During the salon, the results of an international competition for new products were announced. Among the 11 prizes awarded were two to British firms: the cocktail snack prize went to Ross Poultry, for its Buxted chicken pieces cooked in batter, and the intermediary product prize went to Bush Booke Allen for its microcapsular flavouring Resalok which is used in the biscuit industry.

The first day of the show was 'British Day' and among the personalities who visited British stands were E. S. Bishop, Minister of State, MAFF, and Lord Donaldson, the Parliamentary Under-Secretary in the Northern Ireland Office with responsibility for agriculture. That evening, at a reception organised by the BFEC for the visiting trade buyers and press, British Ambassador to France Sir Edward Tomkins congratulated the firms on their display which he said showed the importance attached by the British food industry to the French market.

E. S. Bishop, Minister of State, MAFF (left) is shown Ross Poultry's cocktail snack product which won a prize at last month's SIAL salon in Paris.

The following day, another promotional exercise was undertaken by the Northern Ireland Agricultural Trust which organised a well-attended breakfast in a nearby hotel for potential buyers of Northern Ireland agricultural and food products.

S. Africa handling show raises bids

From D. J. Green, Vice-Consul (Commercial), British Consulate-General, Johannesburg: The International Materials Handling Exhibition was held at Milner Park, Johannesburg, 22-26 October. As was the case with the previous exhibition, held in 1972, it was organised by Exhibition Promotions of SA (Pty.) Ltd. which is now a subsidiary of the Westbourne-Maclean-Hunter Group of Companies.

One hundred and thirty exhibitors took part. There were 26 British firms sponsored by the Birmingham Engineering and Building Centre Export Group under joint venture terms with the British Overseas Trade Board. The British stands were well planned and the presentation first class.

On the first day, Consul-General and Director of Trade Promotion John Jardine, accompanied by Consul (Commercial) John Willson, visited the exhibition and toured the British section, meeting all the exhibitors. Products featured on the British stands were: fork lift trucks, overhead electric cranes, roll pallets and tail lifts, heavy duty platform weighing machines, mobile truck-mounted cranes, battery electric road vehicles, pallet packing and conveyors – in fact, just about anything to do with the handling of materials.

Some 11,000 potential buyers/users of materials handling equipment attended the exhibition and the number and quality of inquiries and orders received was highly satisfactory.

The consensus was that the exhibition was extremely successful. The British firms without exception considered their participation worthwhile and many, in fact, booked space for the Materials Handling and Physical Distribution Exhibition to be held in Cape Town, 15-18 April 1975.

Indonesia Minister opens Jakarta fair

Indonesian State Minister for Economy, Finance and Industry Professor Dr. Widjojo Nitisastro (second from right) visits the GKN Group stand at the opening of the British Industrial Exhibition, Jakarta. Professor Nitisastro is seen looking at fruit baskets moulded on the stand in high density polyethylene by a GKN Windsor SP130 plastics injection moulding machine. Also in the picture are (left to right) Air Vice-Marshal Suyitno Sukirno; Ken Ford, marketing director GKN Engineering; John Drury, managing director GKN International Trading; Greg Windsor, vice-chairman GKN Windsor.

From British Embassy, Jakarta: The first British Industrial Exhibition to be held in Indonesia was opened at Jakarta's Hotel Indonesia by His Excellency Professor Dr. Widjojo Nitisastro, the State Minister for Economy, Finance and Industry on 7 November. The opening was attended by some 150 prominent Indonesians. In the speeches at the opening ceremony and the luncheon given by the British Ambassador (which was also attended by the State Minister for Research) which followed, great emphasis was laid on the already increasing trade between the two countries – British trade has risen from approximately £11 million in 1971 to £32 million in 1973 with prospects of a further increase of nearly 50 per cent in 1974.

The exhibition comes at a particularly important point in Indonesian development, with the aims of the first five year development plan having been largely achieved and the second five year plan just beginning. The second plan envisages large scale infrastructural development together with much progress in the fields of education and public health. The exhibits were, therefore, chosen with this in mind and covered a wide range of British manufactures and technology.

Among other things, there were hand tools, machine tools and a variety of electrical equipment. British consultancy services, which have already had some success in Indonesia and where there are prospects of substantial work in the future, featured prominently.

The exhibition, which was open for a total of 36 hours spread over six working days, attracted over 5,000 visitors, and the British exhibitors were generally very pleased at the high level of interest among those who visited their stands. Among the visitors were parties sponsored by BOTB from Malaysia, Singapore and Thailand, as well as groups from other major centres in Indonesia. Particularly welcome and making a considerable impact were a group of lecturers and students from the Institute of Technology at Bandung, Indonesia's foremost centre of technical education.

Some of the exhibitors, both those who had not been in Indonesia recently and those who were in Jakarta for the first time, were impressed at the growth and development over the past few years and by the obvious potential for their own products and services (and in many cases for products and services available in Britain but which were not represented at the exhibition).

Exhibitors who do not already have agents found considerable interest in their products and in many cases a number of suitable prospective agents were competing for the same agency. Some useful business was also done with visitors from outside Indonesia.

The exhibition is one of a number of initiatives taken by the British Embassy and the British Overseas Trade Board to illustrate to British business and commercial circles the potential of this great market and to encourage them to take an interest in it, as well as to help bring to the attention of Indonesian officials and businessmen what Britain has to offer.

The exhibition is generally considered to have been a success and the professionalism of the design and lay out, as well as the very high quality of the exhibits, was remarked on by a great many of the visitors.

UK advances in environmental field noted at anti-pollution exhibition in Milan

From W. P. Hartshorne, Vice-Consul (Commercial), Milan: Under the sponsorship of the Birmingham Building and Engineering Centre, eight British firms took part in a BOTB-supported joint venture at the Anti-Pollution Exhibition here.

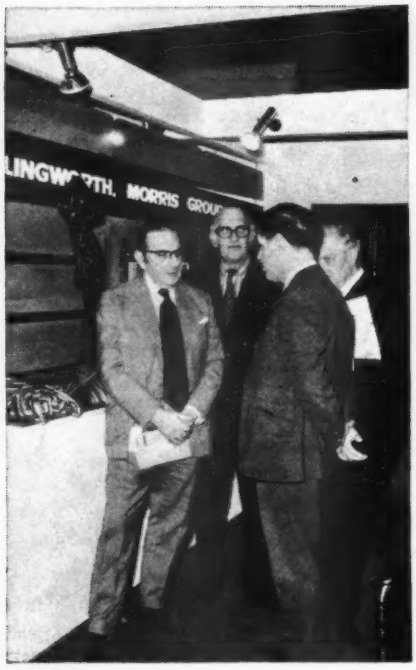
Italian Minister of Health Colombo opened the event and his inaugural address included favourable references to the United Kingdom, among others, as a country which had made notable advances in the environmental field. Later, during a tour of the exhibition, the Minister paid a brief call at the British stands.

There were approximately 300 exhibitors in all and, out of 10 foreign states represented at the event, the United Kingdom was the only country which participated officially, with one of the more attractive displays at an exhibition notable for some surprisingly elaborate stand designs.

Environmental control in Italy is at a comparatively early stage of development, and Anti-Pollution 74, 22-26 October, was particularly significant in that it followed hard on the heels of the publication of the Government-sponsored Tecneco Report on the condition of the environment in Italy which demonstrated just how bad pollution – especially of water – was in the country.

It also followed the first serious official measures towards a suitable anti-pollution legislation. This was the approval of the regional law on water treatment in Lombardy which took effect on 1 September: a measure which is viewed as a template for similar legislation in other regions of Italy.

Particularly with regard to timing, therefore, this was a successful joint venture for, even though business done during the exhibition was limited, Britain was able to show what she had to offer in this field and many potentially useful contacts were made. The Italian market for pollution control equipment and know-how is good – and likely to grow as legislation on the environment is gradually extended throughout the country.



At the International Textiles for Clothing Exhibition (Interstoff), Frankfurt, 19-22 November, over 80 British companies exhibited with the support of the British Overseas Trade Board. Pictured on a stand at the exhibition are (left to right) Sir Jan Lewando, a member of the British Overseas Trade Board; J. T. Fearnley, British Consul-General, Frankfurt; J. R. Nankivell, sales director, Salts (Saltaire) Ltd.; J. R. Rich, Commercial Counsellor, British Embassy, Bonn.

Interstoff: a trend to natural fibres

From British Consulate-General Frankfurt: After a number of subdued Interstoffs and against a background of continuing financial and general economic uncertainty, this 32nd Interstoff (International Clothing Textile Trade Fair), which took place in Frankfurt from 19 to 22 November 1974, got off to what was considered a good start; indeed, in opening speeches the note struck was one of cautious optimism.

The fair attracted approximately 24,000 trade visitors (admission tickets sold) of whom only 35 per cent were from the host country. The largest number of non-German buyers came from France, followed closely by Italy and the United Kingdom – during recent years there has been a dramatic increase in the interest shown by British buyers in international events such as Interstoff.

A total of 756 exhibitors, of whom more than three-quarters were non-German and from 21 countries, occupied 39,448 square metres of stand space. The largest foreign contingents were from France and Italy with 142 firms each, followed by Britain with 116. British participation was again dominated by two large joint ventures sponsored by the British Overseas Trade Board in collaboration with the British Wool Textile Export Corporation. The larger of the two joint ventures was the pan-textiles section, which comprised 60 firms. This group presented a stunning range of fabrics (including fun furs) which was unsurpassed. Amongst those fabrics which proved to be very popular with buyers were printed woollen jersey and challis dress and blouse fabrics in the gipsy look (small floral designs combined in some cases with broad stripes) with heavier coat fabrics to match – a trend which resulted in a marked increase in orders for complementary fabrics. One British joint venture exhibitor, an Interstoff veteran, showing a range of such fabrics described this fair as his best for at least five years. Generally speaking, there was also a healthy demand for cluny lace, jacquards, woollens – while flannel seemed to be staging what some exhibitors referred to as 'a comeback'.

During the past few years there has been a steady increase in the number of menswear exhibits at Interstoff and, according to the fair organisers, this time menswear fabrics accounted for approximately 40 per cent of the total exhibit. In the menswear sector the British joint venture, made up of 29 firms, attracted a good deal of attention. It would be difficult to pick out any one cloth as having done better than another, but on the whole it would be fair to say that the demand for woollens certainly seemed to be greater than that for worsteds. British exhibitors in both sections of the fair observed a strong trend towards natural fibres; this is generally attributed to the fact that synthetic fibres are now almost as expensive as the real thing.

On the opening morning the British Wool Textile Export Corporation held an international press reception which was very well attended and which was considered by all concerned to have been a very worthwhile exercise. On the third day of the fair, Sir Jan A. Lewando, CBE, member of the British Overseas Trade Board and Chairman of Carrington Viyella Ltd., accompanied by J. R. Rich, Counsellor (Commercial), British Embassy, Bonn, and J. T. Fearnley, Consul-General, Frankfurt, visited joint venture stands in both the menswear and womenswear sections.

As far as visitors are concerned, the feeling among British exhibitors was that there were fewer German and Japanese visitors than at any other recent event in this series of fairs. On the other hand, French buyers were extremely active. Buyers from the Netherlands, Austria, Switzerland, Great Britain and the Scandinavian countries were also well to the fore.

Most exhibitors would agree that the success of a fair cannot be measured only in terms of orders placed – although the majority expressed satisfaction on this score. Follow-up orders and the number of new contacts made are of equal if not greater importance.

At the close of the fair most British exhibitors said that the results they had achieved were encouraging – exceeding expectations in many cases – and giving rise to the hope that the not too distant future will bring a general improvement in trading conditions.

British innovations win notice at Munich

From C. Pattinson, British Consulate-General, Munich: The second international 'Containerization' exhibition, which took place in Munich, 23-27 October, was, despite almost perpetual rain, an unqualified success.

The exhibition, which took place in two halls and on adjoining outside space, covered a total area of 40,000 sq. m. 203 companies from 20 countries took this opportunity to show their products and services to over 10,000 trade visitors from 34 countries.

It should be emphasised that the aim of 'Containerization' was not only to be a shop window for products and services but to be an international forum for an interchange of ideas among transport experts from all over the world – and for this purpose a concentrated series of seminars ran parallel to the exhibition.

Britain was well represented with the largest foreign contingent of 14 firms of which 11 participated in a joint venture jointly organised by the London Chamber of Commerce and Industry and BOTB. The British joint venture was the only national exhibit at the fair and other countries represented by individual companies included, of course, the large German participation of 118 firms, as well as Italy, Switzerland and Sweden, among others.

While the number of visitors – over 10,000 – does not seem high, everyone at the exhibition said the quality was very good and the general public was little in evidence.

All the British exhibitors were unanimous in their praise of the exhibition and all said that it had been extremely successful for them. In such circumstances, it is difficult to pick out examples to illustrate this point and the following two firms have been selected purely as they were showing something new.

The first of these, British Hovercraft Corporation Ltd., exhibited its flexible containers for transporting liquids etc. These are quite novel and represent a diversification within the Corporation using the know how derived from the flexible skirting of hovercraft.

The other firm showing something new was Winn International Containers Ltd. which showed a 20 ft. 'Coiltainer'. This is a special type of flat container for carrying steel in all shapes and sizes, particularly coiled. The unit is fitted with a series of mechanically adjustable wedges to accommodate and hold the load in position.

Both these firms reported tremendous interest in their products and received a large number of firm inquiries, in addition to several orders placed at the exhibition.

All-in-all, the exhibition can be judged as being a tremendous success with everyone going away more than happy. The next 'Containerization' in Munich is planned in four years' time.

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Prudential Building, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. 0223 67736. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2HG. Tel. 0532 782121. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

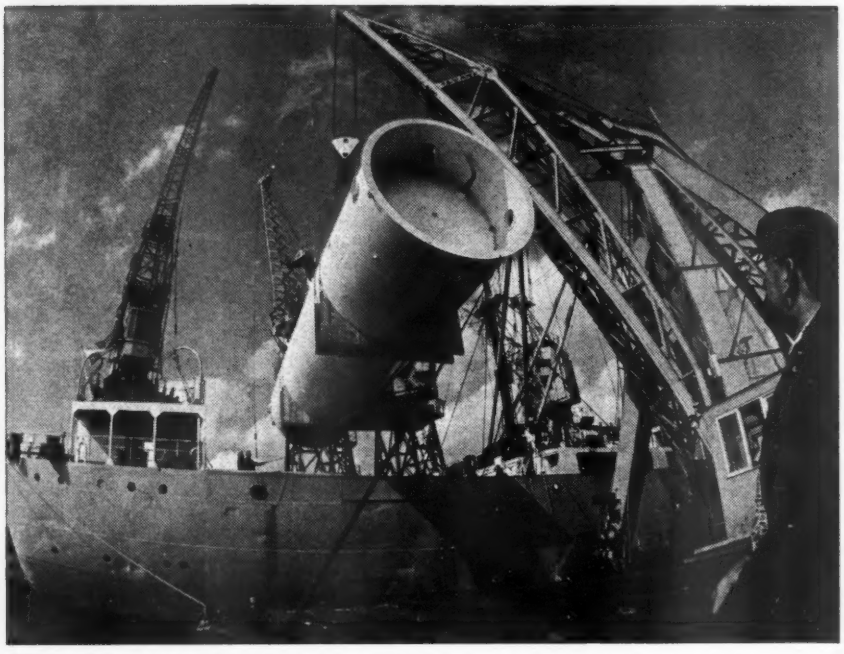
R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

Export Business



The last of four 100,000 litre liquid nitrogen storage tanks, made by Air Products' cryogenic systems division's manufacturing group at Acrefair, Clwyd – pictured at King George V dock at Hull – destined for delivery to a steel works in Poland. The powder vacuum-insulated tanks, 12 ft. in diameter, 50 ft. long and weighing approximately 27 tons, each consist of two separate vessels. The inner pressure vessel is made of 9 per cent nickel steel and the outer vessel is carbon steel. This export order was awarded to Air Products by Petrocarbon Developments Ltd., under a contract with Polish import and export agency Polimex-Cekop.

Down on the farm in Iraq – British milking machines

A milking machinery export order for Iraq, worth more than £100,000, has been obtained by Gascoigne Gush and Dent (Agricultural) Ltd. of Reading. The equipment comprises a number of the company's new Mark II Sheerway Milking Parlours complete with refrigerated Bulkolder milk tanks. Also included in the deal will be associated automatic cluster removal systems, programme feeders and lactronic bulk tank washing equipment.

Commenting on the order, H. H. Butler, the company's commercial director, said: 'This business has come about after hard negotiation and discussion over a long period. I believe that this particular order could well be the forerunner of further orders from Iraq for similar equipment. During 1974, Gascoigne Gush and Dent supplied pilot milking plants to Iraq and also exported weighing equipment for cattle and sheep to that country. The quality of equipment supplied, together with efficient delivery, helped towards obtaining the £100,000 order.

The Iraqi Government has already sent a man to Gascoigne's Reading headquarters for product training. A further two personnel will be arriving in the near future for similar induction and a Gascoigne Gush and Dent technician will go to Baghdad next year to supervise installation work.

It is anticipated that shipment of the order will commence early in 1975. The milking machines will be incorporated into farm units planned for herds of 350 cows each.

New trial feed mill for Polish poultry

Process engineer Christy and Norris Ltd. of Chelmsford has secured a £150,000 order for an experimental feed mill to be installed in Poland. The new mill will produce feeds for a complete poultry complex for both broiler and laying stock.

The inquiry originated from the Food and Agricultural Organisation of the United Nations in Rome which is giving its support to the project, reports the company.

The order was finalised as a result of visits to Rome and Poland by export manager Julian Littlewood and plant sales manager Don Mortimer.

Christy Electrical, another member of the Christy Bros. Group, will be supplying all electrical work and control panels for the plant. The installation of the entire project will be supervised by Christy and Norris engineers from Chelmsford.

World electrical survey charts now available

In response to the large number of requests for information related to the electrical export markets, Technical Help to Exporters, a Government-supported division of the British Standards Institution, has recently compiled a 'World Electrical Survey' chart.

The chart, containing information on the electricity supplies, voltages, frequency with tolerances and types of supply source etcetera for 148 countries throughout the world, is printed on coated artpaper and available at £1.25 to THE members and £1.50 to non-members.

During a recent visit to THE by a representative of the Netherlands Standards Institution (NNI) it transpired that it was working on a similar chart to cover quantities and SI units. This NNI chart contains various units of measurements and shows their inter-relationship. These units are Candela (luminous intensity), Ampere (electrical current), Kilogram (mass), Metre (length), Second (time), Kelvin (thermodynamic temperature) and Mole (amount of substances). The chart, coloured for ease of reference, is priced 40p to THE members and 50p to non-members.

Further information and order forms are available from Les Miles, Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ.

£10m contract for sugar factory

A £10 million contract for the supply of a turnkey sugar mill and distillery project at Santa Cruz in Bolivia has been won by Tate and Lyle Enterprises Ltd., the Tate and Lyle group subsidiary which undertakes agrarian and sugar engineering projects throughout the world.

The contract is being carried out for Union Agroindustrial de Caneros SA (Unagro), a company formed by the Federacion de Caneros of Santa Cruz and owned by small freehold farmers growing cotton as well as sugar cane.

The project is being financed in sterling and euro-dollars by Lloyds Bank and Lloyds Bank International with guarantees provided by the private sector of the Bolivian Central Bank and the ECGD. A loan agreement for £7 million was expected to be signed in Santa Cruz about now.

The contract follows work carried out by the British Mission of Tropical Agriculture in the area and more directly as a result of two Anglo-Bolivian studies into the local sugar industry.

The factory, to be sited near the village of Mineros 80 km. to the north of Santa Cruz between the rivers Piray and Grande, will process over 4,000 tons of cane per day and will employ over 300 people.

A. and W. Smith, Tate and Lyle's engineering subsidiary, which recently announced export orders in excess of £19.5 million, will be supplying a part of the equipment, in particular the 84 inch, 12 roller milling tandem.

Design, procurement and construction will be completed over a two-year period.

UK products will be made in Poland

The firm of Acrow (Engineers) Ltd. has concluded a £360,000 licensing agreement with Poland which will enable certain Acrow products to be manufactured in Poland. Among the products involved are U-form systems, Major Slim Soldier systems and shore brace systems.

The licensing agreement extends for a period of five years.

Acrow (Engineers) export orders to Poland amounted to a quarter of a million pounds over the past 12 months and further substantial orders are in the pipeline for the coming year.

Electronic extermination for international insects

GSPK (Electronics) Ltd., a member of the Harrogate-based GSPK Group, reports that it continues to increase and expand its export markets for Insectaflash, its range of electronic flying insect exterminators.

The latest overseas outlet for GSPK is Thailand, where some large Insectaflash units are shortly to be installed in an international hotel in Bangkok. Insectaflash equipment is already in use in Singapore, Indonesia and Taiwan.

The Middle East is another expanding outlet for Insectaflash, it is reported, and recently a large quantity of these exterminators was delivered to a tomato puree factory in Turkey.

Completely harmless to humans, pollution free and operating 24 hours a day with very little maintenance, the robustly-constructed Insectaflash models can be used in an environment where fly killer chemicals are not recommended, the company states.

Big complete carpet tufting plants deal

The Tufting Machinery Division of the Singer Co. (UK) Ltd., Blackburn, has announced the signing of a contract, the value being in excess of £5.8 million, for the supply of complete carpet tufting plants to the USSR.

This is the largest order ever placed for carpet tufting equipment anywhere in the world, states Singer, and is the culmination of a marketing investment which has spanned five years and involved many visits to the USSR by technical and marketing people. In addition, Singer has participated in two exhibitions and technical seminars.

Final negotiations, lasting three weeks, were carried out in Moscow by managing director R. Spedding and director of marketing G. R. Livesey with a small but experienced team and contracts were recently signed in London.

In addition to the USSR order, Singer's business in other Eastern European countries this year exceeds £1 million it is reported.

Railway power generators for Egypt and Pakistan

Two export orders worth nearly half-a-million pounds have been obtained by Stone-Platt Electrical Ltd. from Egypt and Pakistan for railway vehicle power generating and lighting equipment. In each case the order includes the newly-introduced lightweight underframe-mounted Altonum alternators and matched rectifier/regulators.

Developed and manufactured at Stone-Platt Crawley Ltd., Sussex, this equipment is already proving itself in service in difficult climates in many parts of the world.

Egyptian Railways specified Altonum for the 45 second-class coaches under construction by VEB Waggonbau Bautzen, GDR. These are to be fitted with Stone alternators, rectifier/regulators, ventilation fans, batteries and lighting equipment valued at more than £250,000.

Pakistan has placed an order for 146 Stone alternator sets and ancillary equipment. This is its largest order for alternators since changing over from dc equipment and is to be supplied entirely from the UK, bringing the number of Altonum sets supplied or ordered up to a total of 200.

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Trade Information

Hungary's Foreign Trade Law permits local representation

A new Foreign Trade Law and related implementing decree have been passed in Hungary. They are due to come into force on 1 January 1975. For the first time it will be possible for non-Hungarian companies to set up their own direct representational offices in Hungary.

The decree makes it clear that the permission of the Minister of Foreign Trade will be necessary before a company can set up an office in Hungary. This permission will be granted in exceptional cases only, and where the presence of such an office is considered to be in Hungary's economic interest.

Companies wishing to set up offices in Hungary must submit a report to the Minister of Foreign Trade giving the company's name, legal form, date and place of registration, and place of residence; its nominal and fully paid basic capital; its sphere of activity; details of what the proposed office would do together with the numbers of foreign and Hungarian staff it would employ and the proposed period of operation in Hungary. The applicant company can include any other information which it considers relevant, and in particular should describe any plans for co-operation with Hungarian enterprises.

Companies which are allowed to open offices will be able to carry out all the normal activities of a representative office, but in addition they may set up consignment stocks, operate service arrangements and advertise. The office will be obliged to observe all relevant Hungarian laws and regulations and to pay Hungarian taxes.

The Minister of Foreign Trade is obliged to give a decision within three months of receipt of an application. If his decision is unfavourable the firm cannot make an application to open a representative office on the basis of the same material until 12 months have elapsed.

It seems likely that permission to open offices in Hungary will be granted in relatively few cases. How the rules will be interpreted will be seen when the results of applications are known. The Minister of Foreign Trade, Dr. József Biró, emphasised in a speech he made during his recent visit to London that offices of foreign companies will be permitted 'if their activities are in harmony with the interests of the Hungarian economy and our foreign trade policy, and if they promote lasting and close technical or economical co-operation'.

The decree also deals with the conditions under which foreigners temporarily resident in Hungary can carry on business. Businessmen staying temporarily in Hungary need no special permission. A temporary visitor is defined as someone who spends no more than three months in the country consecutively and no more than six months in any one calendar year. But employees of the same company must not collectively spend more than six months in Hungary if they want their stays to be considered temporary; short visits, of less than two weeks, are not taken into account in calculating this six-month total.

The law and its related decree confirm present practice and consolidate previously scattered regulations. The law reasserts that foreign trade is a state monopoly; in general, firms and individuals can engage in foreign trade only with the permission of the Minister. It also reaffirms the role of the state agency companies as the main vehicle for representation of foreign companies in Hungary. It will still be possible for a foreign company to set up what is virtually a representative office as a department of a state agency company. This too will require the permission of the Minister of Foreign Trade, and it is the responsibility of the agency company to seek the necessary authorisation.

The new foreign trade law presents a major new opportunity for foreign companies, but it is not clear yet just how great the effect of the law will be; this will depend on how the Hungarian authorities use the powers given them in the new regulations.

Inquiries : Department of Trade, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET (tel. 01-215 5258).

ECGD premium rates for short-term business to be raised

The Export Credits Guarantee Department is to increase the short-term premium rate on 1 April next year. The ECGD's 12,000 policyholders are being informed of the increase and of further details about the new Comprehensive Guarantee to be introduced on the same date.

The present average premium rate is 23 pence per £100, and the increase, which will average about 15 per cent, will raise it to about 26 pence per £100. The new rates will be reflected in the premium to be charged from 1 April 1975 when ECGD introduces its new short-term premium arrangements. These provide for a single rate of premium to apply to all of a policyholder's short-term business. ECGD at present has a complex system of schedules providing for different rates dependent on the importing country and the terms of payment.

Because of this change in system the effect of the increase will not be the same for every policyholder. ECGD policyholders have until now enjoyed very low rates for some developed markets where the country risk is considered low but where ECGD's experience of commercial losses does not justify these lower rates. Policyholders who do much of their business in such markets may find themselves paying more than the average increase.

Since the war, ECGD's short-term premium rates have been progressively reduced and were last fixed in 1966. The reason for the present increase is that with increasing worldwide credit risk, ECGD's short-term cover has not been paying its way. However, UK exporters will still be among those paying the lowest premium rates in the world for short-term export credit insurance cover.

The present increase does not affect 'external trade' business (trade between countries other than the UK arranged by UK merchants), the rates for which were increased earlier in the year. Nor are any rates outside short-term business affected.

United Kingdom import duties on 1 January 1975

An Order* made under the Import Duties Act 1958 was laid before the House of Commons on 6 December establishing the main protective import duty rates effective from 1 January 1975.

Further Statutory Instruments establishing other rates of duty (eg in respect of Revenue Duties) and preferential rates and suspensions will be laid within the next week or so.

Detailed information about United Kingdom import duty rates can be obtained from Tariff Division of the Department of Trade and from HM Customs and Excise. The 1975 edition of the *HM Customs and Excise Tariff and Overseas Trade Classification* is being distributed by HMSO to subscribers as quickly as possible, but copies of the present Order are not expected to be available from HMSO shops until after 1 January.

* The Import Duties (General) (No. 5) Order 1974, SI 1974 No. 2020.

Notes

The main effects of the general order are:

1 to make the further 20 per cent reductions in duties on goods from other EEC countries, making a total reduction of 40 per cent on horticultural products and 60 per cent on other goods;

2 to maintain the existing duty-free entry for goods of Denmark, Ireland, 'associable' Commonwealth countries and most of the goods which were previously free of duty under the EFTA Convention;

3 to reduce the duties on goods from certain associates of the original Community (eg the Yaounde countries) where the UK full rates are being reduced or to maintain them at the pre-accession level where the UK full rates are going up;

4 to introduce the second move towards the Common Customs Tariff for imports from other countries, ie to reduce the gap between the UK rates applied at 1 January 1972 and those of the CCT by 60 per cent (40 per cent for horticulture).

The General Order takes account of the reduced duties being implemented in the CCT on 1 January 1975 as a result of the concessions granted by the Community in the GATT Article XXIV(6) negotiations (see *Trade and Industry*, 22 August 1974). It also takes account of indefinite CCT duty suspensions. Subsequent Reductions and Exemptions Orders will adjust the rates established in the General Order to take account of short-term CCT duty suspensions and to provide for suspensions applicable only in the UK.

For practical reasons, the General Order does not provide for the preferential rates to be accorded to goods imported from certain countries, eg under Community trade agreements. These will be dealt with in separate Orders which are expected to be made and laid before Parliament in the course of the next week or two.

The General Order does not deal with Revenue Duties (mainly on hydrocarbon oils, tobacco and alcoholic drinks). Changes in the protective elements in those duties will be implemented by a separate Treasury Order.

Preferential access to the UK market for the products of developing countries will continue to be available from 1 January 1975 under the unified Generalised System of Tariff Preferences of the Communities. This will be implemented mainly by directly-applicable Community legislation as in 1974.

Many duty rates stay exactly as they were. Duties on all goods from the original Community will, of course, go down if they are not already at zero (except for beef and veal, the third reduction on which is due next April). For some goods the duty will rise on imports for some sources while remaining the same or falling on those from other sources. Importers of some products will continue to have more than one import duty regime to chose from, eg under Commonwealth Preference or GSP. The overall effect of the duty changes on UK prices and the balance of payments is expected to be negligible.

From 1 January 1975, the original Community countries will be making the next 20 per cent reduction in their duties on imports from the new members.

Anti-dumping – provisional charge on Taiwanese louvre doors extended

The provisional charge to anti-dumping duty of 30 per cent imposed on Taiwanese louvre doors for a period of three months from 19 September 1974 will be extended for a further three months as from 19 December 1974. The extension is necessary to enable the Department of Trade to complete their investigation into the anti-dumping application concerning Taiwanese louvre doors made by the major UK producer.

The extension is made effective by 'the Anti-Dumping Provisional Charge to Duty (Extension) Order 1974' copies of which are available from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 6½p).

The Provisional Charge to Duty Order may now remain in force for a further three months. The total period of six months is the maximum allowed for a provisional charge under the Customs Duties (Dumping and Subsidies) Act 1969 (Section 8(3)).

Reliefs under Import Duties Act 1958

Importers and other traders supplying Section 7 relief goods to authorised exporters are reminded that they should be registered with Customs and Excise by 1 January 1975 to enable them to continue to supply goods within the relief scheme.

Traders who are not already registered should contact their local Customs and Excise office as soon as possible with a view to becoming registered.

The scheme is explained in Notice No. 221A (to be read in conjunction with Notices Nos. 221 and 223?. These Notices are obtainable either from the local Customs and Excise office or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

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Finland	41.15	80.70	53.10	105.30
France	43.13	65.16	55.15	83.36
Netherlands	28.50	31.00	36.50	40.00
Norway	60.70	123.70	78.40	162.30
Sweden	45.90	79.10	59.10	103.10
Switzerland	23.70	49.60	30.60	64.90

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Tariff quotas for phosphorus and woodpulp

An Order which comes into operation on 1 January 1975 has been made providing for the implementation and administration of two duty-free tariff quotas for imports into the UK of phosphorus and certain woodpulp up to and including 31 December 1975.

The Order specifies the size of the quotas and the relevant tariff headings which will apply to these goods in 1975:

Tariff heading		Size of tariff quota by weight
28.04 C IV	Phosphorus	40,000 tonnes
47.01 A II a)	Certain sulphite woodpulp	800,000 tonnes

The Order provides that goods which would not, in any case, be subject to duty do not form part of these tariff quotas.

Qualifying imports will be debited against the quotas in the order of entry with Customs for home use. (Customs Notice 771 and Amendments, which are obtainable from any office of HM Customs and Excise, give information on the administration of tariff quotas). Inquiries should be directed to any office of HM Customs and Excise.

Copies of the Order, the Import Duties (Quota Relief) (Phosphorus and Woodpulp) Order 1974, (Statutory Instrument No. 1974/2023), will be available from HMSO, 49 High Holborn, London WC1 (price 4p), or by post from HMSO, PO Box 569, London SE1 (price 7½p including postage).

Tariff quotas provide for the importation of specified amounts of goods at zero or reduced rates of duty. Any goods that do not qualify for the quota are charged the normal rate of duty.

The UK is authorised to establish quotas for these goods under the Act annexed to the Treaty of Accession to the EEC.

Inquiries regarding this Notice should be directed in writing to Tariff Division 2, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1 6SJ.

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 26 December.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.25	Paracetamol	As in previous column	31 December 1975	13395
73.15	Billets of high carbon steel (ECSC)	High carbon steel billets	31 December 1975	15429
	Rods and bars of alloy steel, coated with copper; of circular cross-section, not less than 5.5 mm. and not more than 25 mm. in diameter; containing not less than 16 per cent and not more than 20 per cent by weight of chromium, and not less than 6 per cent and not more than 13 per cent by weight of nickel as the major alloying elements	Copper coated stainless bars and rods	31 December 1975	15430

Guinea-Bissau: independence

Britain expects to establish diplomatic relations with the Government of the new independent state Guinea-Bissau shortly and has already offered bilateral aid if required.

The Foreign and Commonwealth Secretary and the Minister of Overseas Development sent congratulatory messages to the new Government on 10 September, when independence was formally recognised by Portugal. Guinea-Bissau was admitted to membership of the United Nations six days later.

The PAIGC, the guerilla movement in Portuguese Guinea, had unilaterally declared the independence of Guinea-Bissau on 24 September 1973. Recognition by a large number of governments quickly followed, and Guinea-Bissau became a member of the Organisation of African Unity.

The new state successfully applied to join certain of the UN Specialised Agencies and was granted permanent observer status at the UN. Guinea-Bissau's application to join the UN as a full member was deferred until July, by which time the new Portuguese Government and the PAIGC were close to agreement about the territory's future following discussions which had started shortly after the coup in Lisbon. Britain and her colleagues in the European Community recognised Guinea-Bissau as an independent state on 12 August, a few hours before the Security Council unanimously recommended that the state be admitted to the UN.

Inquiries : CRE tel. 01-215 5334/3338.

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Tariff and Trade Notices

Spain

Metallic ores: tariff modifications. The Spanish *State Gazette*, 27 November announced modifications to tariff heading 26.01.A of the Spanish customs tariff. It reads as follows:

Tariff no.	Description	Import duty
26.01	Metallic ores and concentrates of roasted iron pyrites (pyrite ashes):	
A	Mineral ores:	
1	Pyrite ashes	Free
2	Mineral ore with a content of iron of at least 62% in dry condition	Free
3	Other	Free

Inquiries: OTAR ext. 462/471/472/473

Seed potatoes: import duty suspended. The Spanish *State Gazette*, 28 November 1974 announced the suspension of import duty until 31 December 1974 on seed potatoes, tariff heading 07.01.A.1.b, into the Balearis Islands. Inquiries: OTAR ext. 462/471/472/473.

Portugal

Special varnishes: exemption from import duty. Portuguese *Diario do Governo* No. 254, 31 October 1974, published Decree Law 563/74 which authorised the following addition to tariff heading BN 32.09.04 (varnishes) of the Portuguese import tariff:

Note:
Varnishes with special characteristics shall be exempted from the payment of import duties when imported by industries for use exclusively in that industry, subject to the approval of the General Inspectorate of Agricultural and Industrial Products.
The use of the varnishes for another purpose than that stipulated above shall be considered as an evasion of the payment of the duties due under the present sub-heading.
Importers shall record the quantities imported and the use made thereof in a special register and shall provide the Customs Department with all details necessary to the verification of use and the control of stocks.

Inquiries: OTAR ext. 460/461.

A party of Danish engineers examine a working model of the inclined bar wheelhead feed system during their visit to A. A. Jones and Shipman Ltd., Leicester. The system is applied to certain Jones-Shipman cylindrical grinding machines. The party consisted of 22 members of the Association of Staff within the Danish Iron and Metal Industry, and the visit was sponsored by E. T. Grew A/S of Glostrup, Denmark, an important distributor of British machine tools, to commemorate the association's seventy-fifth anniversary.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Austria

Monopoly tax on salt. The Federal Ministry of Finance announced in *Bundesgesetzblatt* No. 644 of 6 November 1974, that the monopoly tax rates on imports of salt have been amended to read as follows:

Product	Rate in Austrian schillings per tonne, deadweight
Table salt	2,760.0
Block salt (for cattle)	410.0
Other salt	140.0

Inquiries: OTAR ext. 458/461.

Israel

Tariff amendments. The Israeli authorities have issued amendments to the customs tariff which affect the following items:

01.04	01.05	02.01.1019	02.01.1025	02.01.1029	02.01.9900
02.02	02.03	02.04	02.05	02.06	03.01.4010
03.01.4029	03.01.4030	03.01.4090	03.01.9990	03.02.2010	03.02.2090
03.02.9929	03.02.9939	03.02.9990	03.03	04.02.1019	04.02.1029
04.02.2000	04.03.1000	04.03.9900	04.04.2000	04.04.4000	04.04.9910
04.04.9990	04.05.1000	04.06			
05.01	05.04.1000	05.04.2000	07.01.1000	07.01.3000	07.01.4000
07.01.5000	07.01.9900	07.03.1000	07.04.2000	07.04.3000	07.04.4090
07.05.2000	07.05.3010	07.05.3020	07.05.4090	07.05.9900	07.06.1000
08.01.1000	08.01.2011	08.01.2019	08.01.2091	08.01.2099	08.01.3010
08.01.3090	08.01.4010	08.01.4090	08.01.9911	08.01.9919	08.01.9920

08.02.1010	08.02.1090	08.02.9900	08.03.1000	08.03.2000	08.04.1000
08.04.2000	08.05.1010	08.05.1090	08.05.2010	08.05.2090	08.05.3010
08.05.3090	08.05.4010	08.05.4090	08.05.9910	08.05.9990	08.06.1000
08.06.2000	08.06.3000	08.07.1000	08.07.9900	08.08	08.09
08.12.1090	08.12.2090	08.12.3000	08.12.9900	09.01.1511	09.01.1512
09.01.1519	09.01.1599	09.01.2000	09.01.3000	09.01.9900	09.02.1000
09.02.9910	09.02.9999	09.03	09.04.1010	09.04.1090	09.04.2000
09.04.9900	09.06	09.07	09.08	09.09.1000	09.09.2000
09.09.3000	09.09.4000	09.09.9900	09.10.1000	09.10.2000	09.10.3000
09.10.4000	09.10.7000	09.10.9900			
10.04	10.06.1090	10.06.9990	10.07.1000	11.01.3000	11.01.4000
11.02.1010	11.02.1030	11.02.1090	11.02.2010	11.02.2020	11.02.3039
11.04.9	11.05.9900	11.06.1000	11.08.9900	12.01.1000	12.01.2090
12.01.2510	12.01.2590	12.01.9900	12.02.1000	12.02.2000	12.05
12.07.2000	12.07.7000	12.08.2000	12.08.3000	12.08.9900	13.01.1000
13.01.2010	13.01.2090	13.02.1010	13.02.1020	13.02.1030	13.02.2010
13.02.2020	13.03.1051				
15.01	15.02.1000	15.03.1010	15.03.1090	15.07.1034	15.07.1040
15.07.9910	15.10.2011	15.10.2019	15.12.1010	15.12.1090	15.13.1010
15.13.1090	15.13.9900	15.15.1000	15.17.1000	16.01.1000	16.01.9900
16.02.1000	16.02.4000	16.02.9900	16.04.1100	16.04.1200	16.04.2010
16.04.2091	16.04.2099	16.04.3000	16.05.1000	16.05.9900	17.01.1000
17.01.2000	17.01.9990	17.02.2010	17.02.2090	17.02.3000	17.02.4000
17.02.9900	17.03	17.04.1000	17.04.2000	17.04.3000	17.04.4000
17.04.5000	17.04.9900	18.01.1010	18.01.1090	18.01.2000	18.02
18.03.1010	18.03.1090	18.03.9900	18.04.9910	18.04.9990	18.05
18.06.3000	18.06.9900	19.01	19.04		
20.01.1000	20.02.1000	20.02.4000	20.03	20.04.1000	20.06.1000
20.07.1000	21.01.2000	21.02.1000	21.02.9900	21.05.9900	21.07.3000
21.07.7000	21.07.4000	22.01.1010	22.01.1020	22.01.1090	22.05.1020
22.05.1090	22.05.9920	22.05.9990	22.06.2000	22.07.2000	22.07.9900
22.08.1000	22.08.9910	22.08.9930	22.08.9990	22.09.1010	22.09.9920
22.09.9990	23.01.1010	23.07.3000	23.07.9910	24.01.2000	24.01.3000
24.01.9900	24.02.1000	24.02.2000	24.02.3000	24.02.4000	24.02.5000
24.02.6000					
27.10.1000	27.10.1501	27.10.1590	27.10.2500	27.10.3000	27.11
28.46.1000	28.54	29.01.1010	29.01.1020	29.04.1021	29.04.1029
29.16.1000	29.16.2000	29.38.1031	29.38.1039	29.43.1000	
30.04.2010	30.04.2090	32.04.1000	32.04.2000	32.09.9990	32.13.1000
32.13.9900	33.04.1010	33.06.7500	37.02.1000	37.02.1100	37.03.9991
38.09.1090	38.11.9900	38.19.8000	38.19.8710	38.19.8790	39.01.3000
39.01.3510	39.01.3520	39.01.3531	39.01.3539	39.01.3540	39.01.3561
39.01.3569	39.01.3599	39.01.4019	39.01.7510	39.01.7590	39.02.1033
39.02.3000	39.02.5010	39.02.5030	39.02.5051	39.02.5059	39.02.5060
39.02.5081	39.02.5089	39.02.5099	39.02.5510	39.02.5592	39.02.9912
39.02.9919	39.03.2020	39.03.3010	39.03.3090	39.03.4021	39.03.4029
39.03.9920	39.03.9941	39.03.9949	39.07.1410	39.07.1420	39.07.1430
39.07.1441	39.07.1449	39.07.1451	39.07.1452	39.07.1460	39.07.1471
39.07.1479	39.07.1489	39.07.5100	39.07.5590	39.07.5629	39.07.5910
39.07.5920	39.07.5930	39.07.5990	39.07.9920	39.07.9941	39.07.9949
39.07.9960	39.07.9970				
40.11.3093	40.11.3099	40.11.4091	40.11.4099	40.13.2091	40.13.2099
40.14.6090	41.02.1099	41.02.9910	41.02.9991	41.02.9992	41.02.9999
41.03.9900	41.04.9990	41.05.9900	41.06	41.08	41.10
42.02.2000	42.02.9900	42.02.3000	42.03.1019	42.03.1090	42.03.9910
42.03.9920	42.05.1000	43.02.2000	43.02.3000	43.02.4010	43.02.4020
43.02.4090	43.03.1010	43.03.1020	43.03.1090	44.01.9910	44.03.4000
44.03.5000	44.03.6000	44.04.1000	44.04.2000	44.04.3000	44.04.5000
44.04.5000	44.05.2500	44.05.3600	44.05.4500	44.05.5000	44.05.5500
44.05.9900	44.09.1000	44.13.1000	44.13.2000	44.13.3000	44.13.9900
44.14.9990	44.15.1500	44.15.2010	44.15.2090	44.17	44.18.1000
44.19	44.20	44.25.2000	44.25.9900	44.28.9900	
46.02.2000	48.01.1010	49.01.1090	48.01.2029	48.01.2090	48.01.3019
48.01.3090	48.01.8090	48.01.9912	48.01.9919	48.05.4000	48.06.9900
48.07.1500	48.07.2000	48.07.3000	48.07.7100	48.07.9190	48.09.1000
48.09.9900	48.13.1000	48.15.1500	48.15.9100	48.15.9910	48.19.1000
48.19.2000	48.21.1500				
50.07.1000	50.09.1000	50.09.9900	50.10.1000	50.10.9920	51.01.1020
51.01.2030	51.02.1090	51.02.2090	51.02.9911	51.03.1020	51.03.2020
51.04.9130	51.04.9140	51.04.9190	51.04.9930	51.04.9990	52.01
52.02.3000	52.02.9900	53.10	53.11	53.12.1000	53.12.9900
53.12.1000	53.13.9900	54.05	55.06.1000	55.07.1000	55.07.9900
55.08	55.09.3000	55.09.9900	56.05.1020	56.05.2030	56.06.2030
56.06.2093	56.07.1030	56.07.1090	56.07.2030	56.07.2090	57.06
57.10	58.01	58.02	58.04.3000	58.04.4000	58.04.9900
58.05.2030	58.05.2050	58.05.2090	58.06.1000	58.06.1000	58.07.1010
58.07.9900	58.09.1031	58.09.1032	58.09.1039	58.09.9900	58.10.3010
58.10.3091	58.10.3099	59.01.1020	59.02.1010	59.03.1010	59.03.1091
59.04.9900	59.06.9990	59.07.9910	59.07.9990	59.08.3020	59.08.3090
59.09.3000	59.10	59.11.1100	59.11.9910	59.12.3020	59.12.3090
59.12.9910	59.13.1030	59.13.1090	59.13.9900		
60.01.1020	50.01.1090	60.01.2010	60.01.2091	60.01.2099	60.01.9930
60.01.9990	60.03.3000	60.03.9910	60.03.9990	60.04.1000	60.04.2000
60.04.3000	60.04.4000	60.04.9900	60.05.1010	60.05.1090	60.05.9910
60.05.9990	60.06.1030	60.06.1090	60.06.3020	60.06.3030	60.06.3091
60.06.4010	61.01.9910	61.01.9990	61.02.1000	61.02.2000	61.02.9900
61.03.1000	61.03.2000	61.03.3000	61.03.9900	61.04.1000	61.04.2000
61.04.9900	61.05.1000	61.05.9900	61.06.1000	61.06.9900	61.07
61.09.1000	61.09.2090	61.09.3000	61.10.1021	61.01.1022	61.10.1090
61.10.9900	62.01.9900	62.02.1000	62.02.9900	62.04.9990	62.05.9900
64.01.1000	64.01.2000	64.01.9900	64.02.9900	64.03	64.04
64.05.1000	64.05.2000				
65.03	65.04	65.06.9900	66.01	67.03.1000	67.03.2000
67.04.1010	67.04.1090	68.02.9900	68.11.1000	68.13.2000	68.13.4000
69.07	69.08				
70.04.2011	70.04.2090	70.04.9919	70.04.9999	70.05.1011	70.05.1090
70.05.9911	70.05.9919	70.05.9999	70.08.2000	70.19.2011	70.19.2012
70.19.2020	70.19.3000	70.20.3010	70.20.3021	70.20.3029	70.20.3500
71.12.9919	71.13.9919	71.15.2090	71.16.1010	71.16.1090	71.16.2000
71.16.3010	71.16.3090	73.07.1090	73.10.1012	73.10.1019	73.10.1099
73.10.2039	73.12.9991	73.13.9942	73.14.3090	73.17	73.20.4011
73.20.4019	73.20.5010	73.29.9911	73.29.9912	73.29.9991	73.29.9992
73.36.9910	73.39.1000	74.17.9900	74.18.9900		
82.04.3290	82.09.2010	82.09.2090	82.10.9910	82.11.2010	82.14.1000
82.14.9900	83.06.9910	83.07.2091	84.14.1010	84.16.3019	84.16.4019
84.17.7090	84.20.5020	84.30.2049	84.40.3013	84.40.4014	84.40.4019
84.41.1021	84.41.2022	84.41.1031	84.41.1033	84.41.1051	84.41.1052
84.41.1060	84.41.2000	84.42.3000	84.45.2020	84.45.7000	84.46.4000
84.47.4000	84.54.3090	84.59.1070	85.01.1081	85.01.1082	85.01.1089
85.01.2111	85.03.1091	85.03.1099	85.05.1000	85.05.2000	85.12.9910
85.15.4013					
85.15.4014	85.15.4041	85.15.4049	85.18.1019	85.18.1029	85.20.2020
85.21.1090	87.01.9929	87.01.9939	87.02.1063	97.02.1064	87.02.1069
87.02.1091	87.02.1092	87.02.1093	87.02.3070	87.02.3082	87.02.3083
87.02.3084	87.02.3085	87.02.3089	87.02.6029	87.02.6039	87.02.6069
87.02.6099	87.04.5040	87.04.5090	87.04.6011	87.04.6020	87.04.6091
87.04.6099	87.09.9900	87.14.2010	87.14.2090		
90.07.9991	90.08.4094	90.12.9900	90.17.2114	90.18.7021	90.23.3090
90.23.9930	90.24.1090	91.01.3020	91.01.9991	91.02	91.04.3000
91.04.9900	91.07.9900	91.08.1000	91.08.9900	91.09	92.01.2090
92.11.1000	92.11.9990	92.12.1041	92.12.1042	92.12.1043	92.12.1051
92.12.1052	92.12.1053	92.12.2011	92.12.2012	92.12.2013	92.12.2014
92.12.2015	94.01	94.03	94.04.2000		
95.02.1011	95.02.1019	95.02.1020	96.02.9910	98.01.2011	98.01.2019
98.01.2021	98.01.2029	98.01.9910	98.01.9920	98.03.1010	98.03.1020
98.03.2020	98.03.3000	98.05.5000	98.05.9910	98.05.9990	98.10.9900

British exporters with inquiries should specify the items in which they are interested. Inquiries: OTAR ext. 420/475.

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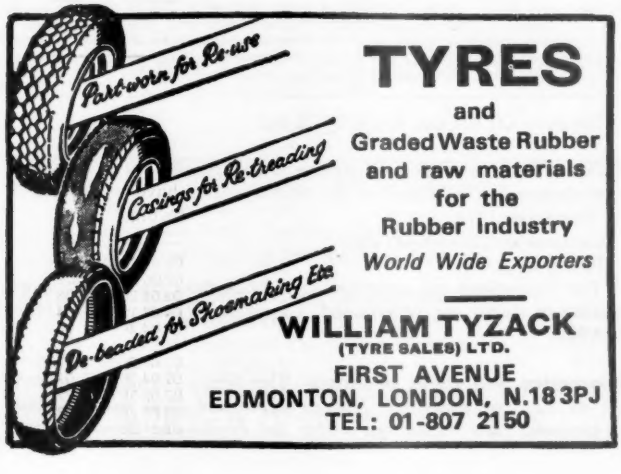

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Lebanon

Tariff amendments. The Lebanese authorities have issued the following amendments to the customs tariff:

Tariff no.	Description	Rate of duty
85.15	b Television reception apparatus:	
22	1 Television reception apparatus (1)	35% *ad val.*
	but the duty not to be less than	LL.100 per unit
	Reconstruction Tax	4% *ad val.*
	2 Other:	
25	a Channel changers imported for use in the manufacture of television reception apparatus (2)	1% *ad val.*
29	b Other	35% *ad val.*
	Reconstruction Tax	4% *ad val.*
85.19	e Printed circuits intended for use in the manufacture of television reception apparatus (1)	1% *ad val.*
53	f Other:	
	1 for electric current of a voltage of 440 volts or less, but of an intensity of 100 amperes or more	1% *ad val.*
67	2 Other	18% *ad val.*
85.21	a Screens intended for use in the manufacture of television reception apparatus (1)	1% *ad val.*
21	b Other	18% *ad val.*

(1) Reduced duty rate and exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.
(2) Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

Inquiries: OTAR ext. 420/475.

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Ivory Coast

Tariff amendments. According to *Ordonnance* 74-371 recently published, the Ivory Coast authorities amended the fiscal duty, customs tax and value-added tax on certain goods under tariff chapter headings 22, 25, 27, 29, 34, 38, 39, 40, 73, 84, and 87. The export duty on certain goods under tariff chapter headings 12 and 15 have also been amended. Inquiries: OTAR ext. 462/471/472/473.

Nigeria

Food and drugs. A new Food and Drugs Decree has been published in the *Federal Republic of Nigeria Gazette*, 7 November 1974, making provisions for the regulation of the manufacture, sale and advertisement of food, drugs, cosmetics, and devices. It also bans the import of certain drugs into Nigeria. The date of implementation is not yet known and this will be published at a later date. Inquiries: OTAR ext. 473/472/471/472.

Burundi

Import licences. The Banque de la Republique de Burundi has modified the regulations on the date of validity, and the extension of import licences, conditions an methods of payment through agreed banks, and excess transport costs. Inquiries: OTAR ext. 462/471/472/473.

Zaire

Circular 139 amendments. A modification of 29 October 1974 stated that all exemptions granted to sellers/suppliers from Circular 139 by the Bank of Zaire have been cancelled. With immediate effect, all goods being exported to Zaire are subject to Circular 139 in accordance with conditions teported in *Trade and Industry*, 5 September 1974. Inquiries: OTAR ext. 462/471/472/473.

South Africa

Tariff changes. The following amendments were published in the South African *Government Gazette*, 22 November 1974:

R2195	BN 39.02: Specific provision at a rate of duty of 20% is made for textile fabrics of three or more plies impregnated with vinyl chloride preparations and embedded in or coated or covered on both sides with vinyl chloride preparations, having a mass per m^2 exceeding 8 kg. and of a thickness exceeding 6 mm., suitable for use as conveyor belting.

Inquiries OTAR ext. 471/472/473/462.

Spirits: determination of strength and quality. The following amendment was published in the South African *Government Gazette*, 15 November 1974:

Customs and Excise Act 1964
R2099 Reg. 408.

The regulations are amended to indicate how the strength and quality of spirits are determined. Inquiries: OTAR ext. 471/472/473/462.

Cosmetics and meat products. The South African *Government Gazette*, 22 November 1974 (Notices R2185 and 2128) carries details of proposed new regulations under the Foodstuffs, Cosmetics and

Disinfectants Act 1972, concerning ingredients used in the manufacture of cosmetics and manufacture or processing of meat products. Representations against these proposed regulations should be sent before 21 February 1975 to: the Secretary for Health, Private Bag X88, Pretoria. Inquiries: CRE tel. 01-215 5274.

Tariff application. Customs Tariff Application List 649, published in the South African *Government Gazette*, December 1974, contains an application to the Board of Trade and Industries for increase in duty on the following:

1 Flesh Splits (BN 41.02.20)
Calf Leather (BN 41.02.40.90 and 41.02.90.)
Imitation Patent Leather (BN 41.08.20)
2 Electric motors with more than one speed (BN 85.01.18)
3 Phthalic acid anhydride (BN 29.15.60)
4 Epoxydised sunflower seed and soya bean oils (BN 15.08)
5 Valves of a kind used with rubber tyres and inner tubes (BN 85.61)

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE. Inquiries: CRE tel. 01-215 5274.

Australia

Iron and steel industry and acetyl products: Industries Assistance Commission inquiries. The Australian Prime Minister has referred to the Industries Assistance Commission for inquiry and report, the question whether assistance should be accorded the production of acetaldehyde, acetic acid, acetic anhydride, vinyl acetate, moulding compounds of cellulose acetate, and goods falling within items 73.01 to 73.16 of the customs tariff.

Tariff details of the goods may be obtained from Overseas Tariffs and Regulations Section, Export Data Branch, Export House (tel. 01-248 5757, ext. 468/469/401).

UK trade associations or firms intending to submit evidence to the Industries Assistance Commission should advise the Secretary, Industries Assistance Commission, Kings Avenue, Canberra ACT 2600, Australia, without delay through their accredited agent. Interested parties should indicate the goods with which they are concerned and whether, in their evidence at the public hearings, they will be seeking the continuation of the current rates of duty or a change in these rates.

Evidence may be submitted to the Industries Assistance Commission either directly by the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. Ref. CRE 1463/1464/74. Inquiries: CRE tel. 01-215 5319.

Tariff changes. Details are given below of changes in the Australian customs tariff, as set out in Customs Tariff Proposals No. 17 (1974) operative on and from 22 November 1974.

ALTERATIONS TO PART II OF SCHEDULE I TO THE CUSTOMS TARIFF 1966-73

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
1 Omit item 74.08, substitute the following item:			
74.08	• Tube and pipe fittings (including joints, elbows, sockets and flanges), of copper	20%	20%
2 Omit sub-items 75.04.1 and 75.04.9, substitute the following sub-items:			
75.04.1	Tube and pipe fittings (including joints, elbows, sockets and flanges)	20%	20%
75.04.9	Other:		
75.04.91	Of nickel alloys	26%, and $48.23 per t	19%
75.04.99	Other	6%	Free
3 Omit item 78.05, substitute the following item:			
78.05	• Tubes and pipes and blanks therefor, of lead; hollow bars, and tube and pipe fittings (including joints, elbows, sockets, flanges and S-bends), of lead:		
78.05.1	Tube and pipe fittings (including joints, elbows, sockets, flanges and S-bends)	5%	5%
78.05.9	Other	41%	21%
4 Omit item 79.04, substitute the following item:			
79.04	• Tubes and pipes and blanks therefor, of zinc; hollow bars, and tube and pipe fittings (including joints, elbows, sockets and flanges), of zinc:		
79.04.1	Tube and pipe fittings (including joints, elbows, sockets and flanges)	5%	5%
79.04.9	Other	41%	21%
5 Omit item 80.05, substitute the following item:			
80.05	• Tubes and pipes and blanks therefor, of tin; hollow bars, and tube and pipe fittings (including joints, elbows, sockets and flanges), of tin:		
80.05.1	Tube and pipe fittings (including joints, elbows, sockets and flanges)	5%	5%
80.05.9	Other	26%, and $0.048 per kg.	19%
6 Omit paragraph 84.59.71, substitute the following paragraph:			
84.59.71	Of the piston or diaphragm kind having a rating of not less than 40 joules and not exceeding 4,100 joules	25%	25%
7 Omit item 84.61, substitute the following item:			
84.61	• Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:		
84.61.1	Valves of a kind commonly used with pneumatic tyres and tubes	22.5%	15%
84.61.2	Hydraulic control valves for use in agricultural tractors for the operation of agricultural implements	5%	5%
84.61.3	Goods, as follows: (a) of a kind commonly used in refrigerators or refrigerating equipment; (b) pneumatically operated control valves; (c) safety controls of a kind used solely or principally with gas cooking appliances; (d) steam traps; (e) valves of a kind designed for the automatic control of temperature, humidity, pressure, vacuum or rate of flow, not being valves falling within a preceding sub-item of this item or valves of the 'on-off' kind; (f) valves of a kind used with pressure containers of the aerosol type, being goods entered for home consumption on or before 22 November 1977	25%	25%
84.61.9	Other	To and including 22 November 1975 – 37.5%; From and including 23 November 1975 to and including 22 November 1977 – 30%; From and including 23 November 1977 – 25%	To and including 22 November 1975 – 37.5%; From and including 23 November 1975 to and including 22 November 1977 – 30%; From and including 23 November 1977 – 25%

Ref. CRE 1771/71. Inquiries: EDB ext. 468/469/401

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

WHAT FOR EXAMPLE SHALL I DO WITH MY GOODS FOR TEHERAN?
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SEA SHIP DIRECT TO KHORRAMSHAHR? BUT IS THAT THE CHEAPEST METHOD WITH CAPE AND OIL SURCHARGES? AND WHAT IF MY CARGO HAS A HIGH MEASUREMENT RATIO? WOULD IT BE BETTER TO SEND OVERLAND?
RAIL FROM CONTINENT VIA RUSSIA TO DJULFA? WHAT IS THE ROUTING HERE? HAVEN'T I HEARD SOMEWHERE OF CONGESTION AT DJULFA? WHAT HAPPENS AFTER ARRIVAL AT DJULFA? TO GET MY GOODS TO TEHERAN?
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AND WHAT ABOUT MY FULL LOADS ..... ?

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Short-term import duties. The Industries Assistance Commission has examined the 11 reports produced throughout 1974 upon which the Australian Government has still to pronounce, and has selected the following five as being worthy of short-term duties:

Woven man-made fibre fabrics
Glass and glassware
Polyamide and polyester yarns
Tyre cord and tyre cord fabrics
Foundation garments.

The suggested rates of duty are essentially a reversion to the rates applying before 19 July 1973 and, subject to acceptance by the Government, will apply until 30 November 1975.

SUPPLEMENTARY RECOMMENDATIONS

Report	Present tariff item		Rates of duty
Woven man-made fibre fabrics	50.09.3 ex 50.09.9 50.10.2 ex 50.10.9	Containing less than 50% by weight of silk, waste silk or noil silk	55% or, if higher, $0.24 per sq. m.
	51.04.4 51.04.5 51.04.9 55.09.4		55% or, if higher, $0.24 per sq. m.
	ex 56.07.9	Weighing not less than 130 g. per sq. m. and not for use as or in making up of bed sheets, pillow cases or bolster cases	55% or, if higher, $0.24 per sq. m.
Glass and glassware 1 Rates of duty			
	70.04		27.5%
	70.05.1		17.5%
	70.05.9		27.5%
	70.07.99		25%
2 Other	The Commission recommends that Developing Country Preferences should not apply to imports of flat glass from the Philippines and the Republic of Korea		
Polyamide and polyester yarns	ex 50.01.9	Yarns, wholly or of which not less than 50% by weight of the man-made fibre are polyamide fibres or polyester fibres or a mixture of polyamide and polyester fibres	20%
Tyre cord and tyre cord fabrics	51.04.2		50%
	ex 51.04.3	Continuous man-made fibre tyre fabrics	20%
	55.09.2		20%
	ex 70.20.22	Glass fibre tyre cord fabric	20%
Foundation garments	61.09.1		42.5%
	61.09.2		57.5%

Inquiries: EDB ext. 468/469/401.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

New Zealand

Hard chromed steel bars: Tariff and Development Board Report. Copies of the above report are available from Commercial Relations and Exports Division. The interim report on this subject was received last May (see *Trade and Industry*, 9 May 1974, page 301). Ref. CRE 1188/72. Inquiries: CRE ext. 5321.

Canada

Budget of 18 November. The Canadian Minister of Finance presented his budget to the Canadian House of Commons on 18 November. The earlier budget (6 May) was defeated.

Sales tax and excise tax. The May budget's proposals to remove the 12 per cent federal sales tax on adult clothing and footwear was implemented by an Order-in-Council in July. The present budget reintroduced other changes proposed in May and which are effective from 19 November. Sales tax is removed from bicycles, 12-passenger or larger buses, construction materials and equipment including excavation earth-moving and paving machines, tower and climbing cranes, air compressors, and pumps. There is a reduction of sales tax on items such as bricks, glass for buildings, and electric conducting and telecommunication wire and cable. Also exempted from sales tax are railway locomotives; municipal water distribution equipment; special communication devices for handicapped persons and purchases by day-care centres and clinics to assist the physically handicapped.

Customs tariff. Proposals in the budget for changes in the customs tariff in so far as they alter BP or MFN rates of duty are listed below. The effective date is 19 November 1974.

Big oil-rig supply vessel order for Vosper Thornycroft Singapore

The two member companies of the Offshore Supply Association, VTG of Hamburg and Hansa of Bremen, have together ordered three oil-rig supply vessels from Vosper Thornycroft Private Ltd., Singapore, member of the UK shipbuilding and engineering group. The vessels are to be similar to three already in service which the Singapore shipyard built for OSA (SEA), for use in South-East Asia. One of these, *OSA Dragon*, is seen in the picture. The Offshore Supply Association is Europe's largest operator in this specialised field. The two German companies are also partners in OSA (SEA). Total value of the new order approaches £5½ million. Air-conditioned accommodation for a crew of 12 and 12 passengers will be provided, and each ship will be capable of carrying about 1,050 tons of cargo.

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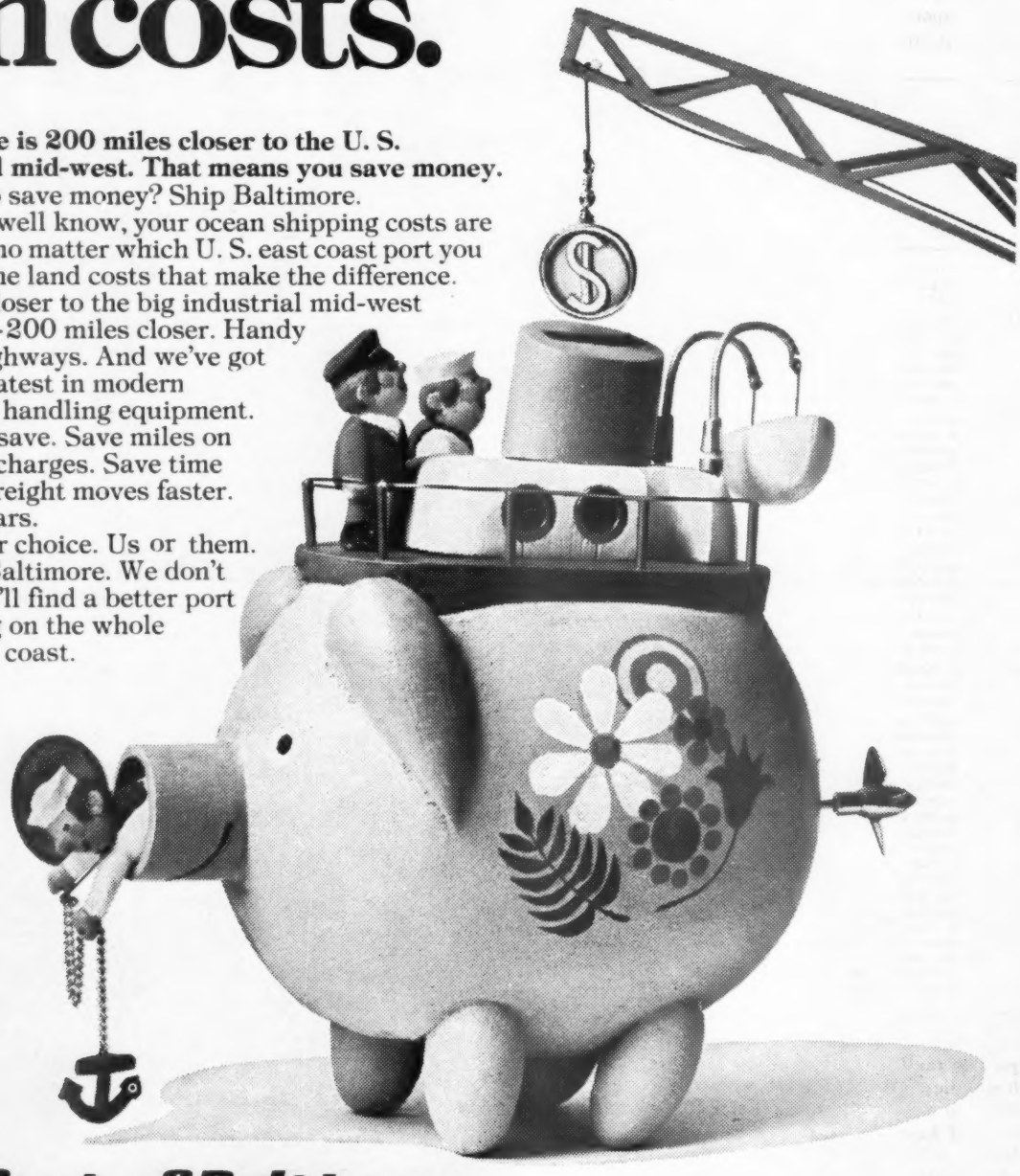

Port of Baltimore

BALTIMORE: John F. Halloran, regional manager
19 S. Charles Street / Baltimore, Maryland 21201
(301) 383-5753 / Cable: MARPORT / Telex 710-234-1075.

BRUSSELS: David K. Tosic, manager
H. Frank Vonderach, assistant manager
Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium
5-13.01.49 & 5-13.54.05 / Cable: MARPORT / Telex 26862

LONDON: Kenneth L. Newton, manager
*Stanley G. Armstrong, assistant manager
Moor House, 119 London Wall / London, England EC2Y 5ET
01-638-8330 / Cable: BALTPORT / Telex 888711
*Birmingham and Northern England.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
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OTAR Overseas Tariffs and Regulations Section,
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Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Tariff item	Description	British preferential tariff	Most favoured nation tariff	General tariff
20612-1	Bovine intranasal vaccines, when imported under permit of the Veterinary Director General	Free	Free	25%
23610-1	Surgical bandages and slabs composed of textile fabrics specially coated with Plaster of Paris compound; other articles and materials specially designed for use as or for use in making orthopedic casts, splints and other similar supports	10%	10%	35%
42712-1	Amusement riding devices of the kinds used at exhibitions or fairs, ancillary equipment imported therewith; parts of the foregoing	Free	Free	20%
	Aircraft, not including engines, under such regulations as the Minister may prescribe:			
44043-1	When of types or sizes not made in Canada	Free	Free	27½%
	on and after 1 July 1975	Free	7½%	27½%
	Aircraft engines, when imported for use in the equipment of aircraft:			
44047-1	When of types or sizes not made in Canada	Free	Free	27½%
	on and after 1 July 1975	Free	7½%	27½%
69645-1	Sound recordings, in single copies, sent unsolicited and without charge to a reviewer for bona fide review purposes	Free	Free	Free
87500-1	Handicraft goods designated by Order of the Governor in Council, the growth, produce or manufacture of a country entitled to the benefits of the General Preferential Tariff, when certified by the government of the country of production or by any other authority in the country of production recognised by the Minister as competent for that purpose: a to be handicraft products with traditional or artistic characteristics that are typical of the geographical region where produced and b to have acquired their essential characteristic by the handiwork of individual craftsmen	Free	Free	25%
	Under such regulations as the Minister may prescribe			

Temporary tariff reductions. The May budget proposed a six-month extension from 1 July to 31 December 1974 for the temporary reductions on a wide range of consumer goods which were due to expire on 30 June. The budget of 18 November proposed the re-introduction, effective 19 November 1974, of tariff reductions on a somewhat shorter list of products (listed below – the new rates are available from Overseas Tariffs and Regulations Section, Export House) but for a longer period – to 30 June 1976. It also proposed implementation of the rates of duty recommended by the Tariff Board on refined sugar.

800-1	805-1	810-1	825-1	835-1	1805-1	2000-1
2100-1	2200-1	2500-1	4505-1	4600-1	5100-1	6300-1
6400-1	6500-1	6505-1	6600-1	6605-1	6610-1	8704-1
8706-1	8717-1	8720-1	8722-1	8728-1	8901-1	9001-1
9002-1	9004-1	9010-1	9015-1	9021-1	9030-1	9032-1
9100-1	9210-1	9800-1	10525-2	11300-1	12100-1	12200-1
12600-1	12900-1	13410-1	13415-1	13420-1	13440-1	13445-1
15205-1	15215-1	16101-1	16102-1	22001-1	22001-2	22003-1
22005-1	22800-1	23215-1	23400-1	28700-1	28900-1	28900-2
32305-1	32603-1	32606-1	32700-1	32800-1	35405-1	35410-1
41400-1	41405-1	41500-1	41535-1	42505-1	42520-1	42525-1
42903-1	42906-1	42907-1	42907-2	42908-1	43115-1	43120-1
43135-1	43140-1	43200-1	43205-1	43210-1	43300-1	43829-1
43900-1	44034-1	44405-1	44500-1	44502-1	44504-1	44520-1
44606-1	44900-1	45100-1	45110-1	45116-1	46205-1	46210-1
46300-1	46305-1	46310-1	51100-1	51105-1	51110-1	51115-1
51120-1	51400-1	59730-1	61815-1	62200-2	62200-3	65500-1
65505-1	65510-1	65811-1	92936-1	92937-1	92938-1	92939-1
92940-1	92941-1	92942-1	92942-4	92943-1	92944-1	93402-1

Further details of the budget can be obtained from Commercial Relations and Exports Division (tel. 01-215 5629) or, in, the case of Tariff changes, from Overseas Tariffs and Regulations Section. Inquiries: OTAR ext. 455/456/457.

United States

Marine Mammal Protection Act. A recent regulation requires that imports into the United States must be accompanied by official certification that the fish was not caught in a manner which is prohibited to fishermen in the United States.

Fish covered by the regulation, without the necessary certificate, will be denied entry. The types of fish to which the regulation applies are as follows:

Tuna, yellowfin, whole fish, eviscerated, eviscerated head on, and eviscerated head off.

Halibut, fresh, chilled, frozen and other except portion controlled steaks.

Salmon, fresh, chilled, frozen, salted, smoked, kippered and preserved not in oil.

Copies of the certificate will be available, on request, from the following addresses:

England and Wales
Ministry of Agriculture, Fisheries and Food (Fisheries Division II)
Great Westminster House
Horseferry Road
London SW1P 2AE (tel. 01-216 6227)
or any office of a District Inspector of Fisheries

Scotland
Department of Agriculture and Fisheries for Scotland
Argyle House
3 Lady Lawson Street
Edinburgh EH3 9DR (tel. 031-229 9191)

Northern Ireland
Department of Agriculture for Northern Ireland
2-4 Queen Street
Belfast BTI 3EP (tel. 0232 27944)

Exporters will be required to enter on the certificate the quantity and species of fish and to certify that the fish is of UK origin.

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Argentina

Import duties. Resolution 1172/74 of September 1974 added the following subheadings to chapter 29 of the Argentine import tariff:

29.04.01.01	Methanol (methyl alcohol) with import licence from the Secretary of State for Industrial Development	1%
29.04.01.99	Other	70%
29.11.01.07	N-butaldehyde, with import licence from the Secretary of State for Industrial Development	5%
29.11.01.08	N-butaldehyde	90%
29.11.01.09	Iso-butylaldehyde, with import licence from the Secretary of State for Industrial Development	5%
29.11.01.10	Iso-butylaldehyde	90%

Resolution 1220/75 added the two following headings:

82.05.02.05	Forged spare parts, unmachined, for the manufacture of sections and cones for tricone roller trepans, with import licence from the Secretary of State for Industrial Development	5%
84.23.00.92	Forged spare parts, unmachined, for the manufacture of unions for drilling shafts, with import licence from the Secretary of State for Industrial Development	5%

Inquiries: OTAR ext. 474/476.

Chile

Liberalization of imports of toys. The following items, whose import was not allowed previously, have been added to the Chilean Permitted Imports List, with effect from 4 November 1974:

Subheading		Description
97.01.11		Toy coaches and wheeled vehicles, for children's games
97.02.099	(dolls)	Others
97.03.099	(other toys: working models for recreational purposes)	Others

Although reserving the right to require a prior deposit equivalent to 10,000 per cent of the cif value from applicants for import licences under these subheadings, the Chilean Central Bank has simultaneously ruled that the prior deposit will be 'automatically waived' until further notice. Inquiries: OTAR ext. 474/476.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757 ext. 368 or Telex No. 886143).

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Exchange rates. The Chilean Central Bank has announced the following revised exchange rates effective from 26 November 1974:

'Bank' rate raised from 1,340 escudos to 1,450 escudos per US dollar;

'Brokers' rate raised from 1,450 escudos to 1,560 escudos per US dollar.

Inquiries: CRE tel. 01-215 5289.

Colombia

Sales tax. Decree 2368 dated 31 October changes some of the rates and removes certain items from liability to tax established in Decree 1988 of 1 October 1974. Inquiries: OTAR ext. 474/476.

Increase of additional import tax. Decree 2366 increases the Colombian Exports Promotion Fund tax from 1½ per cent to 3½ per cent of the CIF value of all imports from 31 October 1974. This will again be raised to 5 per cent from 1 October 1975. Inquiries: OTAR ext. 474/476.

Peru

Withholding tax on interest generated by documents. Exporters are reminded that under Peruvian Income Tax Law (Supreme Decree No. 228-68HC) the interest generated by documents accepted by Peruvian importers for shipments from overseas is considered to be income and subject to income tax at a rate of 66 2/3 per cent when paid by Peruvian importers or 40 per cent when paid by the overseas supplier.

It is normal practice for an agreement to be made between supplier and buyer for the latter to pay the tax. Such an arrangement must be documented and presented to the Banco de la Nacion within thirty days of the conclusion of the supply contract. Inquiries: CRE tel. 01-215 5289.

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European Community

Exports of copper, lead and aluminium scrap to third countries

Publication of the Regulation (EEC) establishing the quotas for exports in 1975 of copper, lead and aluminium scrap from the European Communities to third countries is expected shortly. Applications for export licences are now invited and will be considered for exports in the six months ending 30 June 1975 of the following materials :

1 copper ashes and residues (tariff heading ex. 26.03) in the form of copper scale
2 copper and copper alloy scrap (tariff heading ex. 74.01) in the form of :
  a enamelled copper hair wire
  b contaminated nickel silver in the form of :
    i cutlery or tableware contaminated by plating or solder; or
    ii electrical contacts, springs and valves contaminated by solder
3 aluminium scrap (tariff heading ex. 76.01)
4 lead scrap (tariff heading ex. 78.01)

Applications should include details of type, value and destination and should be received in Export Licensing Branch, Department of Trade, 16/20 Great Smith Street, London SW1P 3DB by 19 December 1974. Any received after that date may be too late for inclusion in this allocation.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference points given at the end of the item.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

COMMON AGRICULTURAL POLICY. The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 2966/74 introducing temporary measures in respect of monetary compensatory amounts following suspension of the application of Article 4a (2) of Regulation (EEC) 974/71. (*Official Journal* L316, 26 November 1974)

Regulation (EEC) 2979/74 establishing average compensatory amounts applicable to certain agricultural products exported in the form of goods not covered by Annex II to the Treaty. (*Official Journal* L318, 28 November 1974)

EEC Information Unit's new telephone system means speedier inquiry service

The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of membership of the EEC and by guiding them where necessary to more specialised information sources. A new telephone system has been introduced giving immediate access to several extensions. This should eliminate delays caused by extensions being engaged and provide a better service for callers at any time from 9.00 a.m. to 5.30 p.m. every weekday.

New customers are always welcome, particularly firms new to EEC questions. The Unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London SWIH 0ET. The new telephone number is: 01-215 4301 (six lines).

Wine. Regulation (EEC) 2893/74 on sparkling wines produced in the Community and specified in item 12 of Annex II to Regulation (EEC) 816/70. (*Official Journal* L310, 21 November 1974)

Regulation (EEC) 2894/74 supplementing Regulation (EEC) 817/70 as regards in particular quality sparkling wines produced in specified regions. (*Official Journal* L310, 21 November 1974)

Regulation (EEC) 2981/74 laying down general rules governing the distillation of wine of quality lower than table wine and originating in certain areas affected by adverse weather conditions. (*Official Journal* L318, 28 November 1974)

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Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
221A	Section 7 relief: changes in procedure.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
241	European Economic Community: Compensatory, Levy and Addendum thereto.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
300	Export reliefs scheduling scheme.
703	VAT – Exports. (Revised November 1973)
704	VAT – Retail Export Schemes. (Revised November 1973)
705	VAT – Tax free sales of motor vehicles to tourists, etc.
750	Community transit – general.
750A	Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
750B	Extension of the Community Transit procedures to Austria and Switzerland.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit – the simplified procedure for goods carried by rail.
754	Documentation for fish caught by British fishing vessels.
755	Community transit – special control procedures.
756	Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3.
774	Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element.
800	EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences.
810	EEC Preferences – Free Trade Agreement between the EEC and EFTA countries.
810A	EEC Preferences – EFTA countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1.
812, 812A	EEC Preferences – Turkey.
817 (June 1973)	EEC Preferences – Tunisia.
818 (June 1973)	EEC Preferences – Egypt.
819 (May 1973)	EEC Preferences – Cyprus.
821	EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

New EC Legislation
continued

Sugar. Regulation (EEC) 2931/74 on the introduction of a subsidy on imports of white and raw sugar. (*Official Journal* L311, 22 November 1974)

Regulation (EEC) 2932/74 on the grant and financing of a subsidy on sugar produced in excess of the maximum quota and on the financing of the subsidy on sugar imports. (*Official Journal* L311, 22 November 1974)

Milk and milk powder. Regulation (EEC) 2973/74 providing for a temporary derogation from Regulation (EEC) 1636/74 as regards the new conditions as to packaging for the public storage of skimmed-milk powder. In Article 2 of Regulation (EEC) 1636/74, the date '31 October 1974' is replaced by '31 December 1974'. (*Official Journal* L317, 27 November 1974)

Regulation (EEC) 2976/74 amending Regulation (EEC) 2500/73 on the advance fixing of refunds and the period of validity of export licences for milk and milk products. (*Official Journal* L317, 27 November 1974)

Cattle, beef and veal. Regulation (EEC) 2974/74 amending Regulation (EEC) 721/74 as regards the description of cuts of beef from animals defined under the Belgian national rules. (*Official Journal* L317, 27 November 1974)

Regulation (EEC) 3027/74 amending Annex II to Regulation (EEC) 1896/73 as regards the section relating to the United Kingdom to read as follows:

a	Great Britain	Steers M 1.05
		Steers H 10.3
		Heifers M/H 1.02

(*Official Journal* L321, 30 November 1974)

Regulation (EEC) 3028/74 on certain transitional measures to be taken in the United Kingdom in respect of beef. (*Official Journal* L321, 30 November 1974)

Fruit and vegetables. Regulation (EEC) 2975/74 fixing the reference price for mandarins, satsumas, clementines, tangerines and other similar hybrid citrus fruits for the 1974/75 marketing year. (*Official Journal* L317, 27 November 1974)

Regulation (EEC) 3025/74 fixing for the 1974/75 marketing year the reference prices for sweet oranges. (*Official Journal* L321, 30 November 1974)

Processed fruit and vegetables. Regulation (EEC) 2980/74 on the imposition of an export charge on certain products processed from fruit and vegetables and containing added sugar in the event of sugar supply difficulties. (*Official Journal* L318, 28 November 1974)

Processed agricultural products. Regulation (EEC) 2989/74 supplementing Regulation (EEC) 232/73 on the implementation of Article 47 of the Act concerning the conditions of accession and the adjustments to the Treaties concerning the system of trade applicable to the goods covered by Regulation (EEC) 1059/69. (*Official Journal* L319, 29 November 1974)

CUSTOMS REGULATIONS: COMMUNITY TRANSIT. The *Official Journal of the European Communities* C147, 26 November 1974, contains a list of persons authorised to issue flat-rate guarantee vouchers in respect of Community transit matters (Article 32 of Regulation (EEC) 542/69 on Community transit). (As at 1 October 1974).

EEC information – Inquiry points at Customs and Excise headquarters

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Further information. HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE (tel. 01-626 1515 ext. 2263/2561).

COMMERCIAL POLICY: EXPORT QUOTAS. The *Official Journal of the European Communities* L312, 23 November 1974, contains the text of Regulation (EEC) 2952/74 increasing and adjusting the allocation of Community quantitative export quotas for certain types of copper ash and residues, of copper waste and scrap and of aluminium waste and scrap.
Further information. Department of Trade, Export Licensing Branch, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB (tel. 01-215 4248).

HARMONISATION OF LEGISLATION: MOTOR-VEHICLE SAFETY BELTS. The *Official Journal of the European Communities* C144, 21 November 1974, contains the draft text of a Proposal for a Directive on the approximation of the laws of the Member States relating to anchorages for motor-vehicle safety belts.

It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.
Further information. Department of Industry, Mechanical Engineering Division, Abell House, John Islip Street, London SW1P 4LN (tel. 01-211 3000 ext. 719).

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Statistics

Estimating companies' rate of return on capital employed[1]

The rate of return on capital employed provides a measure of the profitability of a business in relation to its assets or funds employed. There are a number of different measures of the rate of return depending upon the definition of profits and of capital employed, but once the definition of profits has been decided the appropriate definition of capital employed largely follows from it. This article discusses and presents for companies in aggregate various rates of return on capital employed, compiled for the purpose of economic analysis. Different methods of assessing the rate of return are appropriate to meet different circumstances and what is appropriate for economic analysis may not always be suitable for examining the position of an individual company. When considering companies in aggregate it is necessary to adopt standard procedures which on average, over a large number of companies, should produce reasonable results.

It is necessary at the outset to draw a clear distinction between the two main types of rates of return: accounting rates of return and the 'internal' rate of return. This article deals only with accounting rates of return, which are derived from company accounts and which measure the return achieved in a particular year on the total capital employed on all the projects then in existence, including both those projects started at various times in the past and those started during the current year. The 'internal' rate of return, on the other hand, measures the return on an individual project based on the net receipts over the whole life of the project and it is the value of this rate of return, based on expected net receipts over the life of the project, which is relevant in deciding whether or not to go ahead with an investment project. It is not possible to estimate 'internal' rates of return from published company accounts; the relationship between accounting and 'internal' rates of return is very complex even for a single project, and they are not equal except under very special conditions.

There are two sources of data from which accounting rates of return can be estimated for UK companies in aggregate. The National Income and Expenditure Blue Book contains estimates of company sector profits, split between financial companies and industrial and commercial companies, and estimates of the net capital stock of fixed assets and of the holdings of stocks.[2] The second source of information is the Department of Industry (DI) analysis of the published accounts of large companies operating mainly in the United Kingdom. This covers both quoted and non-quoted companies in manufacturing, distribution, construction, transport and certain other services. The analysis is published annually in Business Monitor M3, Company Finance, and is broken down by 23 broad industry groups for quoted companies and five broad industry groups for non-quoted companies. The Business Monitor already contains one rate of return of net income to net assets at book values. The accountancy staff of the Monopolies and Mergers Commission use this data to estimate certain rates of return which they publish from time to time.

Profits can be measured in a number of ways. They can be taken either as the income arising from trading activities or the total income arising from all the company's activities, including investment income, interest received and any other revenue income. In addition, profits can be measured gross before deducting depreciation, interest payments and tax or they can be measured after deducting these items or some combination of them. Also stock appreciation may be deducted in certain circumstances.

The definition of profits, as has already been pointed out, must be consistent with the definition of capital employed. A rate of return can be measured for trading income by including only trading assets in capital employed. A rate of return for the total income from all activities before deducting interest payments or tax would relate this income to total assets or funds employed in the business, consisting of the value of fixed and intangible assets, plus current assets and investments, less trade and other creditors and would be before deducting any short- or long-term loan capital. On the other hand, a rate of return on long-term capital only would compare income after deducting short-term interest payments but before tax to total capital employed less bank loans and overdrafts and other short-term loans. All these rates can be calculated either gross or net of depreciation.

For the pre-tax return on shareholders' capital, total income less depreciation and interest payments would be measured against the shareholders' interest, broadly the share capital plus capital, revenue and deferred tax reserves. Post-tax rates of return pose a number of

[1] This note is a substantially shortened version of an article 'Estimating Companies' Rate of Return on Capital Employed,' by J. L. Walker (a statistician in the Department of Industry), which appeared in the November issue of *Economic Trends*. The article explores in detail the various problems of compiling estimates of companies' profits and capital employed.

[2] For details of the compilation of these estimates see *National Accounts Statistics: Sources and Methods* (HMSO, 1968).

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CHART 1. **Net trading income to net capital stock plus book value of stocks for industrial and commercial companies based on national accounts data**

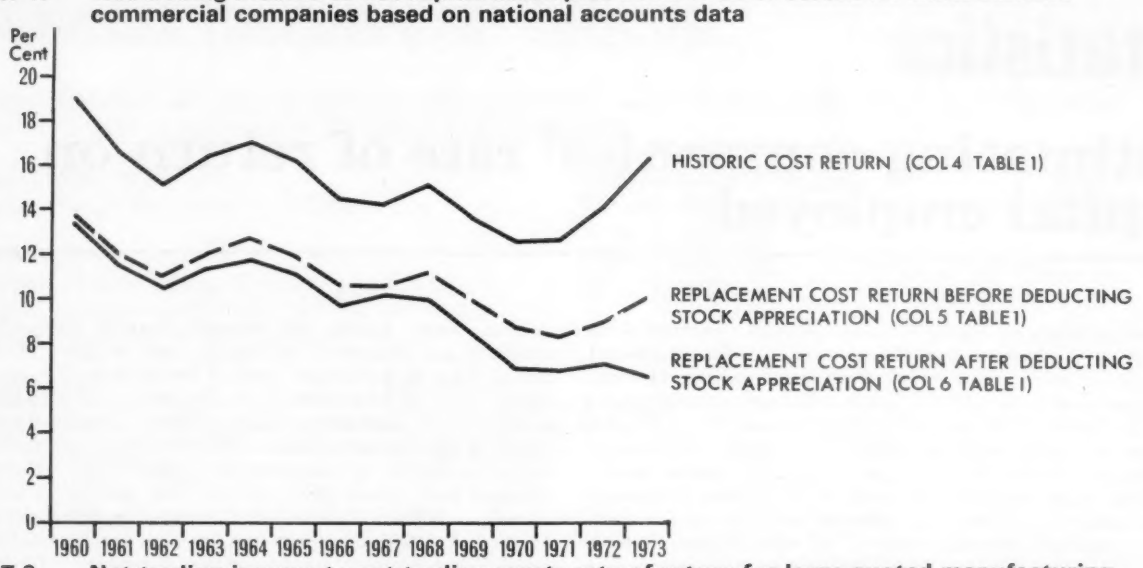


CHART 2. **Net trading income to net trading assets rate of return for large quoted manufacturing companies**

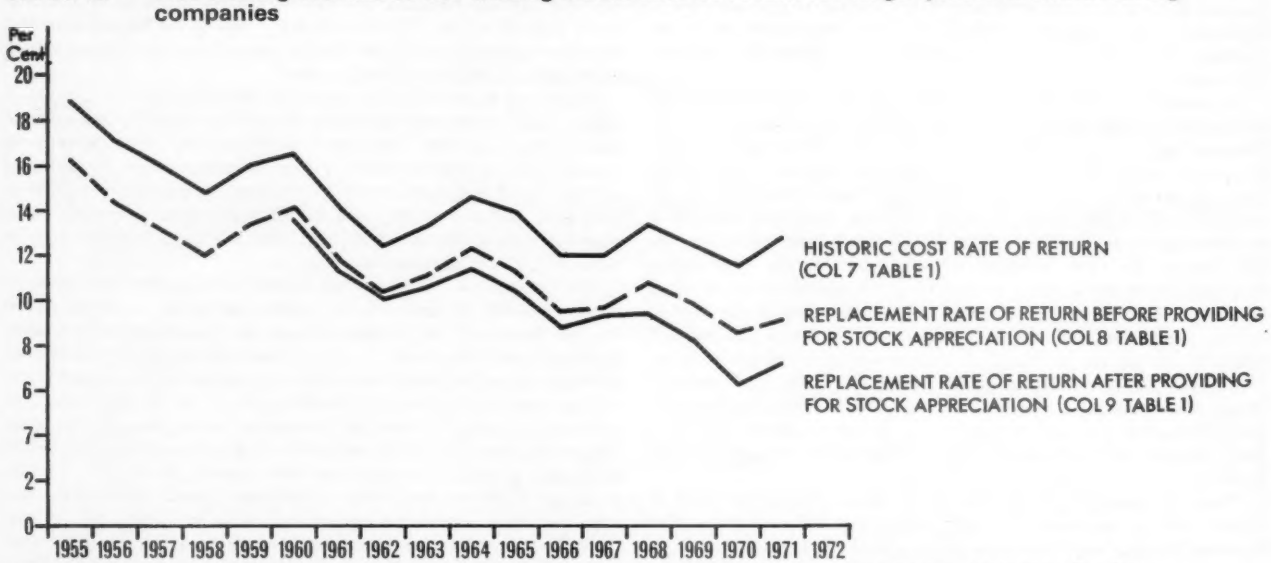
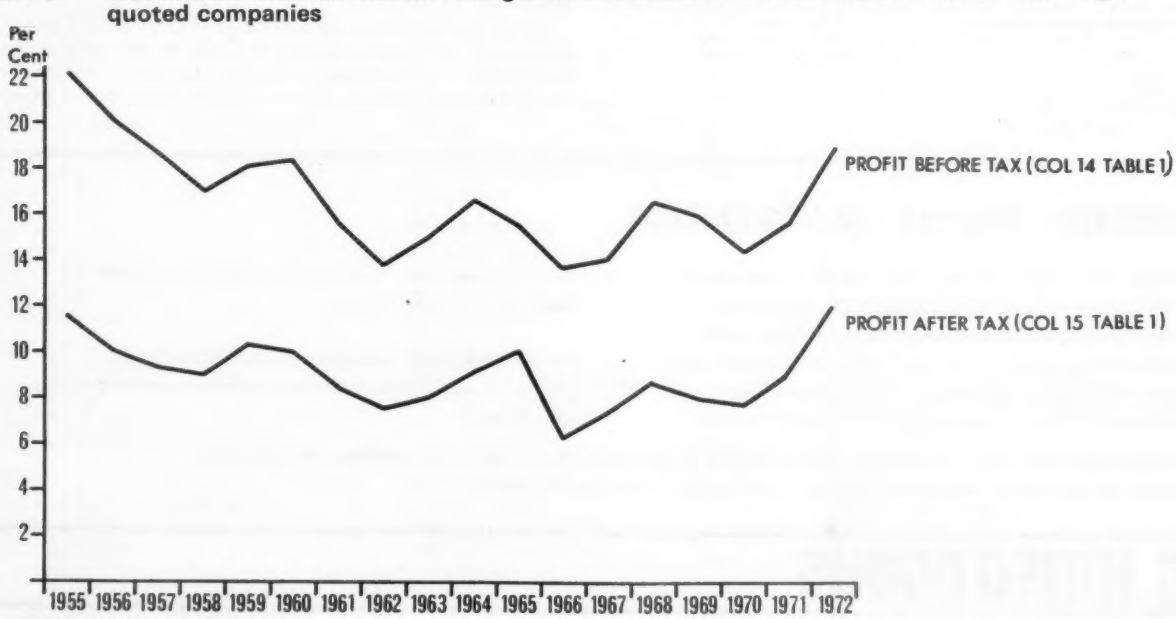

Per Cent
20
18
16
14
12
10
8
6
7
2
0
1955 1956 1957 1958 1959 1960 1961 1962 1963 1964 1965 1966 1967 1968 1969 1970 1971 1972
HISTORIC COST RATE OF RETURN (COL 7 TABLE 1)
REPLACEMENT RATE OF RETURN BEFORE PROVIDING FOR STOCK APPRECIATION (COL 8 TABLE 1)
REPLACEMENT RATE OF RETURN AFTER PROVIDING FOR STOCK APPRECIATION (COL 9 TABLE 1)

CHART 3. **Net income after all interest charges to shareholders' interest rates of return for large quoted companies**



problems, mainly in the measurement of profits, but since tax is levied on total income net of interest charges, the simplest rate is that relating total income after deducting depreciation, interest payments and tax to the shareholders' interest. It is much more difficult, because interest payments are allowed as a deduction against tax, to calculate a post-tax return on the whole of capital employed.

The value of capital employed given in company accounts is normally based on the book value of assets, which are usually lower than either current replacement cost or market value. Similarly, the conventional book value depreciation charge understates the current value of capital consumed. Thus rates of return based on book values tend to overstate the rate of return because the value of capital employed is too low and, where depreciation is deducted, because profits are too high.

It is possible by various methods to make adjustments to company accounts data in order to calculate rates of return adjusted for price changes. The results of one such method are shown in Table 1, where the rate of return for manufacturing industry has been calculated on a replacement-cost basis by revaluing fixed assets and depreciation at current replacement costs. These rates have been calculated before and after allowing for stock appreciation. Stock appreciation has only been deducted when deducting depreciation at current prices because stock appreciation arises as a result of price changes and it is not compatible to adjust gross profits for depreciation at historic prices and stock appreciation at current prices. Estimates of rates of return on a replacement-cost basis can also be compiled from the national accounts, as these include estimates at current replacement costs of the net stock of fixed assets and of depreciation (called capital consumption), as well as an estimate of stock appreciation.

TABLE 1 Rates of return on capital employed (1)

per cent

	Based on national accounts data						Based on Department of Industry analysis company accounts				
	Net trading income/net capital stock *plus* book value of stocks						Large quoted companies in manufacturing industry				
	All companies (4)			Industrial and commercial companies			Net trading income/net trading assets			Gross income/gross assets (5)	
		At current replacement costs			At current replacement costs			At replacement costs			
	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (d)	Before providing for stock appreciation (e)	After providing for stock appreciation (f)	(g)	(h)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
1955	..	13.9	13.3	..	..	..	18.9	16.2	..	17.5	17.6
1956	..	12.6	11.8	..	..	..	17.1	14.4	..	16.2	16.4
1957	..	12.1	11.5	..	..	..	16.1	13.2	..	15.6	15.7
1958	..	10.8	10.9	..	..	..	14.8	12.0	..	14.7	14.8
1959	..	11.8	11.4	..	..	..	16.0	13.4	..	15.5	15.6
1960	17.7	12.6	12.3	19.0	13.7	13.4	16.5	14.1	13.6	15.7	15.8
1961	15.4	11.1	10.7	16.6	12.0	11.6	14.2	11.9	11.4	13.9	14.0
1962	14.0	10.1	9.7	15.1	11.0	10.6	12.4	10.3	10.1	12.8	12.9
1963	15.1	11.1	10.6	16.3	12.0	11.5	13.3	11.0	10.5	13.4	13.5
1964	15.5	11.5	10.7	17.0	12.7	11.9	14.6	12.2	11.4	14.4	14.5
1965	14.6	10.8	10.1	16.2	12.0	11.3	13.9	11.3	10.4	13.8	13.9
1966	12.9	9.4	8.6	14.5	10.7	9.9	12.0	9.5	8.8	12.5	12.7
1967	12.6	9.4	9.0	14.2	10.7	10.3	12.0	9.7	9.3	12.5	12.7
1968	13.4	9.9	8.8	15.1	11.3	10.1	13.4	10.8	9.4	13.9	14.1
1969	11.8	8.5	7.2	13.6	10.0	8.6	12.5	9.9	8.2	13.6	13.6
1970	10.7	7.3	5.6	12.6	8.8	6.9	11.5	8.6	6.3	12.6	12.8
1971	11.0	7.1	5.6	12.7	8.4	6.8	12.6	9.2	7.1	13.4	13.6
1972	11.9	7.3	5.7	14.1	9.0	7.1	..	..	..	15.1	15.3
1973	14.0	8.4	5.0	16.4	10.1	6.5					

TABLE 1 Rates of return on capital employed (1) *continued*

per cent

Based on Department of Industry analysis of company accounts										
Large quoted companies in manufacturing industry				Large quoted companies in manufacturing, distribution and certain other services						
Net income/net assets (3)		Net income after all interest charges/shareholders' interest		Gross income/gross assets (3)		Net income/net assets (3)		Net income after all interest charges/shareholders' interest		
		Before tax (3)	After tax (3) (6)					Before tax (3)	After tax (3) (6)	
(i)	(j)	(k)	(l)	(g)	(h)	(i)	(j)	(k)	(l)	
(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	
17.9	18.1	22.2	11.6	17.4	17.6	17.8	18.0	20.9	10.8	1955
16.4	16.5	20.1	10.0	16.5	16.6	16.6	16.8	19.4	9.6	1956
15.6	15.8	18.7	9.4	15.8	15.9	15.8	16.0	18.2	9.0	1957
14.4	14.5	17.0	9.0	15.0	15.0	14.7	14.8	16.8	8.9	1958
15.4	15.5	18.0	10.3	15.8	15.8	15.7	15.8	17.9	10.3	1959
15.7	15.8	18.3	10.0	15.9	16.0	16.0	16.1	18.5	10.2	1960
13.4	13.6	15.5	8.4	14.3	14.4	13.9	14.1	16.1	8.7	1961
12.1	12.2	13.8	7.5	13.3	13.4	12.7	12.9	14.6	7.9	1962
12.9	13.1	14.8	8.0	13.9	14.0	13.5	13.7	15.5	8.5	1963
14.2	14.4	16.6	9.2	14.9	15.1	14.7	15.0	17.2	9.5	1964
13.4	13.6	15.6	10.1	14.2	14.4	13.9	14.1	16.1	10.4	1965
11.8	12.0	13.7	6.4	13.0	13.1	12.3	12.5	14.3	6.7	1966
11.9	12.2	14.1	7.4	13.0	13.3	12.4	12.8	14.8	7.6	1967
13.7	14.0	16.7	8.7	14.4	14.6	14.2	14.4	17.2	8.8	1968
13.3	13.4	16.0	8.1	14.3	14.4	14.1	14.2	16.4	8.4	1969
12.1	12.3	14.5	7.8	13.5	13.6	13.1	13.2	15.8	8.4	1970
13.1	13.3	15.7	9.1	14.2	14.5	14.0	14.3	17.0	9.6	1971
15.4	15.7	18.9	12.1	16.1	16.4	16.4	16.9	20.4	13.1	1972
										1973

(1) For definitions see lettered references in Table 2.
(2) Based on book value of depreciation and assets as recorded in company accounts; these have not been adjusted to take account of the treatment of investment grants and building grants.
(3) Net income after tax includes only those investment grants separately distinguished in company accounts.
(4) Industrial and commercial companies plus financial companies.

All these various rates of return are appropriate to meet different purposes. For economic analysis, and when considering the profitability of individual industries, it is best to relate trading income to trading assets, and to exclude non-trading activities. For questions relating to the total availability and use of funds the more appropriate rate is of total income to total capital employed. It is desirable to relate income to capital employed, including short-term loans, rather than to only long-term capital because much short-term capital is renewed each year. There are advantages in using rates based on assets both gross and net of depreciation but for companies in aggregate the results generally do not differ sufficiently to outweigh the convenience of using only net assets, since such net rates are widely used and accepted by outside commentators.

For a measure of the return on risk capital the appropriate rate is of profits after depreciation and interest payments but before tax to the shareholders' interest. The simplest way of measuring post-tax rates of return is to express post-tax profits as a ratio of the shareholders' interest, but these post-tax rates involve more approximations than pre-tax rates and added caution is needed in interpreting them, particularly in the short run. Longer-term comparisons of post-tax rates of return are probably better and less subject to irregular variation. Rates of return after allowing for depreciation on a replacement-cost basis (and stock appreciation) are more meaningful economically than those allowing for depreciation at book values, but because the latter are widely used it is necessary also to compile figures on that basis.

A number of rates of return are given in Table 1, mainly from 1955, and the detailed definitions are given in Table 2. The main rates of return on trading assets are set out in Charts 1 and 2, while Chart 3 shows the pre- and post-tax rates of return on shareholders' interest at book values. The Department of Industry intends to publish updated versions of these series in future years. A number of problems, mainly of definition, arise in calculating these rates and the main principle adopted in deciding how to handle these has been to produce for each series a series comparable over time. This is because the interest in rates of return is mainly in changes and trends rather than in the levels at any one time. A second and equally important principle adopted in compiling these rates has been to use a procedure which is practicable given the information available. Another factor has been the desirability of making as little adjustment as possible to the latest figures, adjustments being concentrated on making the earlier figures comparable with the latest ones; the latest figures are then more readily usable and are more likely to be comparable with figures based on the same data when used in other contexts.

All the rates of return in Table 1 are subject to cyclical variations, reflecting the cyclical nature of profits, and it is therefore important when looking at changes in each of the rates to compare corresponding periods in the cycle. It is the trend of these various rates which is important and which can be compared: in general the levels cannot be compared because of the differences in definition and sources. In particular the two replacement cost estimates (columns (6) and (9)) of Table 1, although apparently similar, cannot be compared because they are defined differently both in terms of the capital employed which is taken into account and the way in which it is estimated. Hence the generally lower figure for the rate based on company accounts data which relates only to large quoted manufacturing companies cannot be taken as an indication that the rate of return is higher for industrial and commercial companies other than large quoted manufacturing companies. The levels can only be compared when the definition of the rate and the sources of data are the same.

Also for the rates of return compiled from national accounts data those for all companies, covering both industrial and commercial companies and financial companies, are lower than the rates for just industrial and commercial companies because under the national accounts definitions the gross trading profits of financial companies is negative.

All the various historic cost and book value rates of return have very similar cyclical movements and trends. They all declined through the latter half of the 1950s but thereafter remained fairly flat through the 1960s, before picking up at the beginning of the 1970s. It is difficult to assess the significance of the recent increase given the cyclical variation in the figures. However, to some extent this increase is illusory. The rate of return based on book values overstates the rate when prices are rising, and the overstatement is greater the greater the rise in prices. This is because assets are valued mainly at historic costs and do not fully reflect the rise in prices. Prices started to rise more quickly at the end of the 1960s and so did the book value rates of return. If account is taken of the current cost of assets and of the need to provide for stock appreciation, then as illustrated in Charts 1 and 2 the rate of return continues to decline throughout the 1960s and, so far as can be judged, into the 1970s.

TABLE 2 Definition of selected rates of return given in Table 1

Profits	Capital employed	Published
Based on national income data		
(a) Net trading income at historic costs (gross trading profits *plus* rent received by these companies *less* capital consumption at historic costs)	Net capital stock (fixed assets other than land) of these companies at historic costs *plus* book value of stocks	
(b) Net trading income at replacement costs before providing for stock appreciation (gross trading profit *plus* rent received by these companies *less* capital consumption at replacement costs)	Net capital stock (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks	
(c) Net trading income at replacement costs after providing for stock appreciation (gross trading profits *plus* rent received by these companies *less* capital consumption at replacement costs and *less* stock appreciation)	Net capital stocks (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks	
Based on company account data from DI analysis of company accounts		
Before tax		
(d) Net trading income before interest at historic costs (gross trading income *less* depreciation at historic costs)	Net trading assets at historic costs (tangible net fixed assets at historic costs *plus* net current assets other than investments, bank overdrafts and loans, dividend provisions, and corporation tax payable in next fiscal year)	Monopolies and Mergers Commission
(e) Net trading income before interest at replacement costs (gross trading income *less* depreciation at replacement costs)	Net trading assets at replacement costs (tangible net fixed assets at replacement costs *plus* net current assets other than investments, bank overdrafts and loans, dividend provisions and corporation tax payable in next fiscal year)	
(f) Net trading income before interest at replacement costs *less* stock appreciation	Net trading assets at replacement costs	
(g) Gross income *less* short-term interest	Gross assets at book values (fixed and intangible assets before deduction of accumulated depreciation *plus* current assets and investments, *less* current liabilities including bank loans and overdrafts, dividends provisions and after 1967 corporation tax payable in next fiscal year)	Business Monitor, M3, *Company Finance* up to 1973
(h) Gross income *less* short-term interest	Gross assets at book values (fixed assets before deduction of accumulated depreciation *plus* current assets and investments, *less* current liabilities including bank overdrafts and loans but excluding dividend provisions and corporation tax payable in next fiscal year)	
(i) Net income (gross income *less* short-term interest and depreciation at book values	Gross assets at book values as in (g) *less* accumulated depreciation	Business Monitor, M3 *Company Finance*
(j) Net income (gross income *less* short-term interest and depreciation at book values	Gross assets at book values as in (h) *less* accumulated depreciation	
(k) Net income *less* all interest payment (gross income *less* all interest payments and depreciation at book values)	Shareholders' interest (ordinary and preference shares *plus* capital, revenue and deferred tax reserves *plus* dividends outstanding at the end of the year *plus* minority interests and *less* goodwill and intangible assets)	
After tax		
(l) Net income *less* all interest payment *less* company tax charge other than deferred tax, *less* income tax payable on ordinary and preference dividends, *plus* investment grants	Shareholders' interest	

Survey of company liquidity – results for the third quarter of 1974

Introduction

This article presents the results of the Department of Industry's quarterly survey of company liquidity for the third quarter of 1974. This is the first of a new quarterly series that will be published in *Trade and Industry*. An article describing the background to the survey, and reviewing the results since it began at the beginning of 1970, was published on 10 December in *Economic Trends* for November 1974.

The survey covers over 200 of the largest United Kingdom industrial and commercial companies. The companies taking part are asked to state their holdings of current assets and liabilities at the end of each quarter. The aim is to cover assets and liabilities in the United Kingdom that can be realised or that are due to be paid, formally at least, within 12 months.

The results for the holdings at the end of the third quarter of 1974 are given in Table 1, together with figures for the preceding seven quarters. Estimates for companies that ceased to respond have been included until the following December. The results are therefore based on a different number of returns each quarter, but there is a break in the coverage of the series only each December. In Table 1 two sets of figures are given for holdings in December 1973 so that the effect of losing some companies can be seen.

Table 2 shows the changes in holdings implied by the results given in Table 1. In addition, Chart 1 shows the changes in holdings of total current assets of all the survey companies and, separately, of the survey companies engaged mainly in manufacturing and of the residual non-manufacturing companies and Chart 2 shows the same information as Chart 1 for total current liabilities. The data underlying these charts have been adjusted to make them comparable over time by including estimates of the holdings of companies that ceased to reply. These estimates are based on the proportion of the total holdings of all responding companies that were represented by the holdings of companies that ceased to reply when these companies last made returns.

There are two summary measures of liquidity obtained from the survey: the liquidity ratio (total current assets as a percentage of total current liabilities) and net current assets (total current assets minus total current liabilities). The liquidity ratio has the advantage that both its numerator and its denominator are affected in the same proportion by inflation, whereas net current assets has the advantage of being unaffected by any netting-off of current liabilities against current assets, which contributors may do. However, as the article in *Economic Trends* explains, both these measures have considerable limitations; in particular, they can give only part of the complete financial picture that would be given by the full sources and uses of funds account.

Chart 3 shows the changes since the survey began in each of these summary measures of liquidity when calculated from total current assets and total current liabilities after both have been seasonally adjusted. The series are rather short for reliable seasonal adjustment, but the main seasonality seems to be a tendency for liquidity to increase in the fourth quarter and to fall in the first quarter reflecting tax payments. The fluctuations in liquidity illustrated in Chart 3 show the effect on the survey companies of the liquidity pressure of 1970, the recovery during 1971 and 1972, and the renewed pressure starting in 1973.

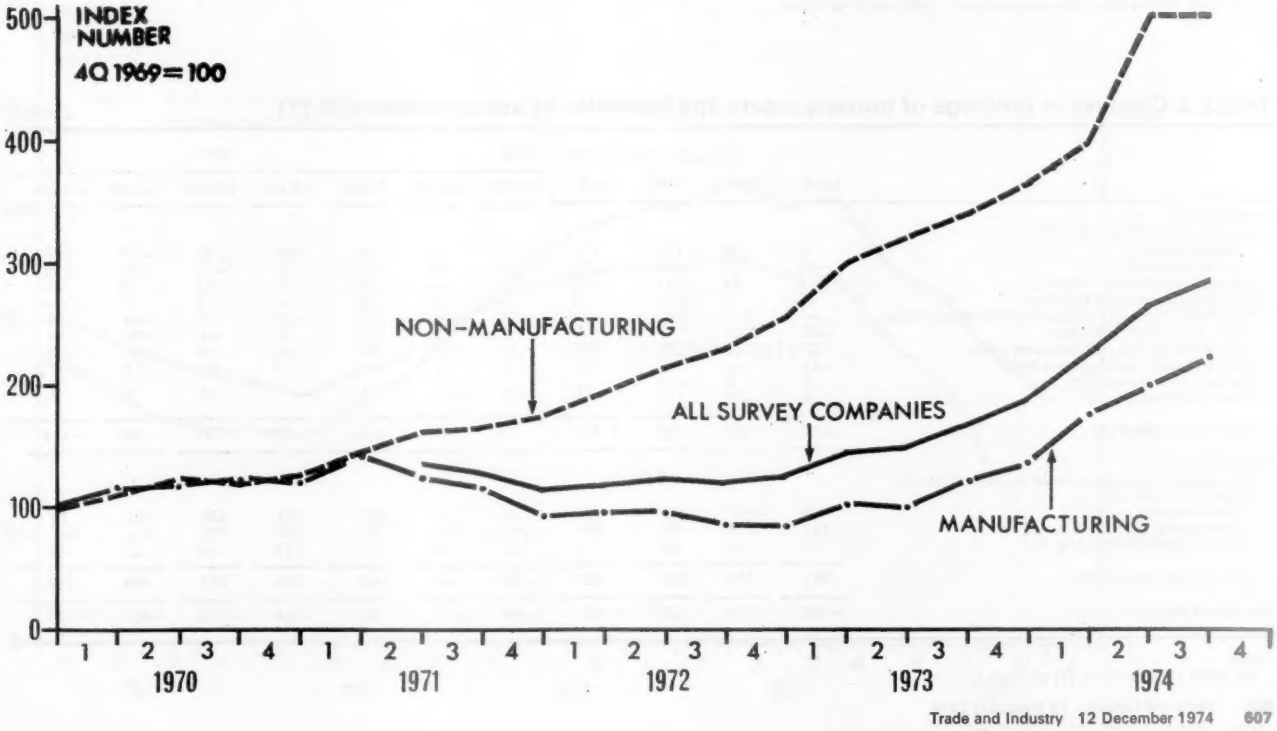
In considering the results of the survey, it should be remembered that, although the number and size of the companies taking part make the results useful in their own right, they are not a representative sample of all industrial and commercial companies. Not all large companies are included and no small ones.

What the figures show

The liquidity of the survey companies deteriorated sharply during the third quarter of 1974, continuing the reduction that began in the latter part of 1973. The total current assets of the companies fell by £124 million and their total current liabilities increased by £329 million. Three-quarters of the decrease in current assets and all the increase in current liabilities were accounted for by the survey companies engaged mainly in manufacturing.

The main changes in current assets were the large increase in deposits with deposit banks and the large fall in deposits with other banks, which probably reflected interest rate differentials. There were also substantial falls in deposits with finance houses, and in holdings of negotiable certificates of deposit, of British Government securities, and of local authority bills and temporary money. Within current liabilities, there was a substantial increase in borrowing from deposit banks, but the main increase, as in the previous quarter, came in borrowing from other banks. Overall, net current assets of all the companies in the survey decreased by £453

CHART 1. **Holdings of total current assets**
Manufacturing and non-manufacturing survey companies



million, of which £428 million was accounted for by the survey companies engaged mainly in manufacturing.

Taking the first nine months of 1974 as a whole, net current assets fell by nearly £1,700 million. Total current assets fell at the same time as total current liabilities increased and, within current assets, holdings of nearly all items were run down with the largest falls occurring in deposits with finance houses, holdings of negotiable certificates of deposit and holdings of local authority bills and temporary money. Exceptionally, deposits with deposit banks increased. Of the greatly increased borrowing, nearly three-fifths came from the 'other' banks.

During the equivalent period of 1973, on the other hand, net current assets fell by little more than £200 million. Although current liabilities increased considerably, current assets were built up, and by nearly the same amount as the liabilities. Holdings of nearly all current assets increased, but far the largest rise came in

TABLE 1 Holdings of current assets and liabilities by survey companies (1)
Amounts outstanding at end of period

£ million

	1972	1973				1974			
	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qrt.
Number of companies (2)	221	221	221	221	221	216	216	216	216
Current assets									
Deposits with banks in the UK:									
Deposit banks	290	299	298	353	462	462	427	410	537
Other banks (3)	661	728	762	981	919	915	844	1,027	911
Deposits with finance houses (3)	182	160	160	189	164	164	111	108	76
Deposits with building societies	2	2	8	4	5	5	6	7	7
Negotiable certificates of deposit (sterling and dollar)	300	284	245	276	253	253	246	182	128
British government securities	83	86	96	106	122	122	121	106	87
Local authority bills and temporary money	172	183	198	230	293	293	292	273	235
Local authority mortgages and loans	49	42	50	47	39	39	36	55	53
Tax reserve certificates (4)	21	22	21	19	19	19	18	19	29
Other current assets (5)	21								
Total current assets (6)	1,782	1,806	1,837	2,206	2,277	2,273	2,101	2,187	2,062
Current liabilities									
Advances and loans from banks and other financial institutions in the UK:									
Deposit banks	934	1,099	1,098	1,423	1,545	1,525	1,881	2,069	2,139
Other banks	842	950	981	967	1,148	1,137	1,338	1,712	1,959
Other financial institutions (7)	70	91	104	97	79	79	73	94	105
Total current liabilities (6)	1,847	2,139	2,183	2,486	2,771	2,741	3,292	3 874	4,203
Net current assets	−65	−333	−346	−280	−495	−468	−1,191	−1,688	−2,140
Liquidity ratio (per cent) (8)	96	84	84	89	82	83	64	56	50

Notes:
(1) Companies in the Department of Industry's survey of company liquidity.
(2) The figures are for the number of companies that completed returns for the preceding fourth quarter. Estimates are included until the end of the next fourth quarter for any of these companies that ceased to reply during the year. There is a break in coverage at the end of 1973 and two sets of figures are given for the fourth quarter of 1973 so that the effect of losing some companies can be seen.
(3) In January 1972 five major finance houses were granted the status of banks and reclassified as 'other banks'. Not all the survey companies took account of this change. It is estimated that 'deposits with finance houses' is overstated by £50-£100 million in 1972 and £25-£50 million in 1973; 'deposits with other banks' are understated by the same amount.
(4) Tax reserve certificates were not issued to companies after December 1971. The holdings of the few companies that reported holdings of these certificates during 1973 are included with 'other current assets'.
(5) 'Other current assets' comprise holdings of notes and coin, Treasury bills, tax reserve certificates (during 1973 only) and, from second quarter 1973, tax deposit accounts.
(6) Components are rounded independently of the totals.
(7) Including only advances and loans with an initial loan term of not more than 12 months.
(8) 'Total current assets' as a percentage of 'total current liabilities'.

TABLE 2 Changes in holdings of current assets and liabilities of survey companies (1)

£ million

	1970	1971	1972	1973	1973				1974		
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
Current assets											
Deposits with banks in the UK:											
Deposit banks	2	49	116	172	9	−1	55	109	−35	−17	127
Other banks (3)	−40	91	239	258	67	34	219	−62	−71	182	−116
Deposits with finance houses (3)	19	52	−21	−17	−21	—	29	−24	−53	−3	−32
Deposits with building societies	—	2	−2	2	—	5	−3	—	1	2	—
Negotiable certificates of deposit (sterling and dollar)	—	121	231	−47	−16	−39	31	−23	−7	−64	−53
British government securities	−22	−13	16	39	3	10	10	16	−1	−16	−19
Local authority bills and temporary money	−32	61	55	121	10	16	32	62	−1	−19	−38
Local authority mortgages and loans	−14	—	14	−10	−7	8	−3	−8	−3	19	−2
Tax reserve certificates (4)	2	2	−10	−22	−20	−2	−1	—	−2	2	9
Other current assets (5)	4	−3	5								
Total current assets (6)	−82	362	645	494	24	31	369	70	−171	86	−124
Current liabilities											
Advances and loans from banks and other financial institutions in the UK:											
Deposit banks	64	−247	162	610	164	−1	325	122	356	188	70
Other banks	247	115	20	306	108	31	−14	181	20[illegible]	374	247
Other financial institutions (7)	60	−21	27	9	21	13	−7	−18	−6	21	11
Total current liabilities (6)	371	−152	209	925	293	43	304	285	551	583	329
Net current assets	−453	514	436	−430	−268	−13	65	−214	−723	−497	−453

Notes:
See notes (1) and (3) to (7) of Table 1.

deposits with 'other' banks. In further contrast to 1974, nearly four-fifths of the increased borrowing during the first nine months of 1973 came from deposit banks.

The composition of current assets at the end of the third quarter of 1974 was little changed from that of one year earlier, except that deposits with deposit banks had risen from 16 per cent to 26 per cent of total current assets, while the percentages accounted for by deposits with finance houses and by holdings of negotiable certificates of deposit were each about 5 per cent less than a year earlier. Within liabilities, however, borrowing from deposit banks had declined to 51 per cent of total current liabilities at the end of the third quarter of 1974 from 57 per cent one year earlier, while borrowing from 'other' banks had increased to 47 per cent of the total at the end of the third quarter of 1974 from 39 per cent one year earlier.

CHART 2. **Holders of total current liabilities**
Manufacturing and non-manufacturing survey companies

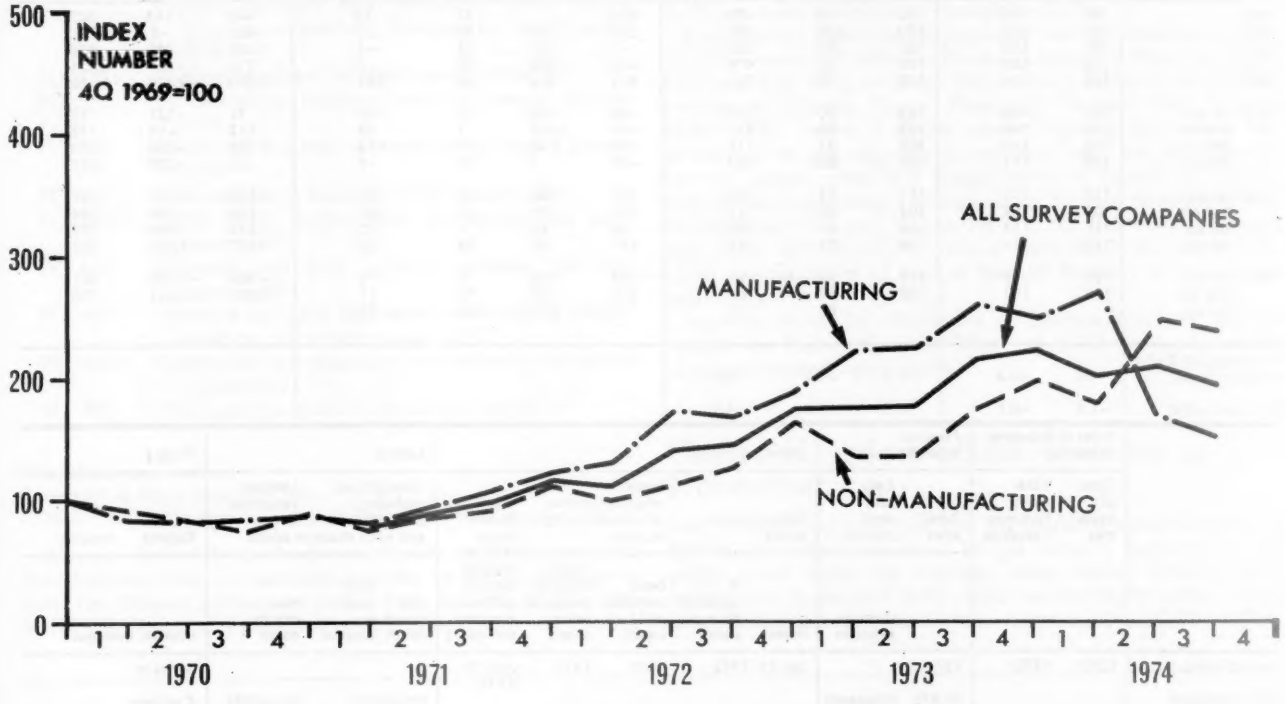
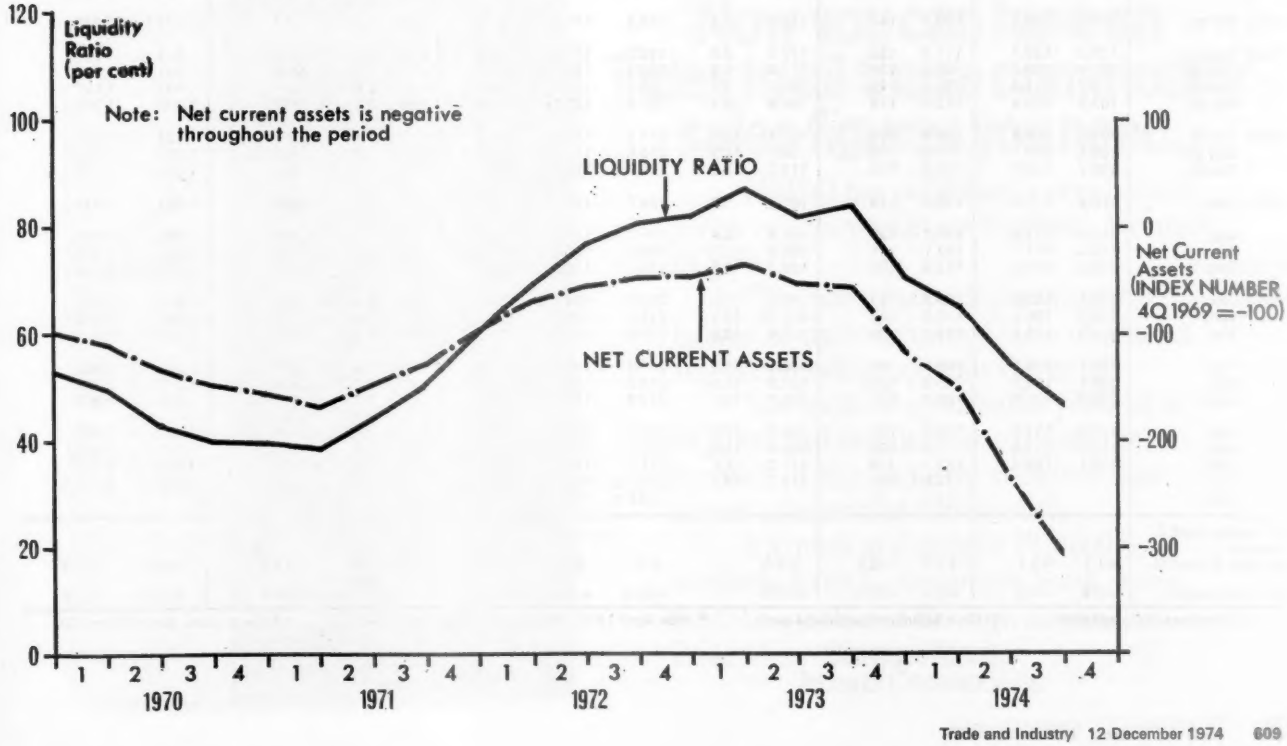


CHART 3. **Net current assets and liquidity ratio of survey companies seasonally adjusted**



The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,130	2,089	series in £ million				series in £ million		
1969	99	98	98	95	92	416		42	33	445	−143	588
1970	100	100	100	100	100	257	324	68	−23	692	−9	701
1971	101	103	100	94	102	−7	−126	52	−4	1,093	285	808
1972	104	109	103	85	115	−39	−205	48	3	114	−677	791
1973	109	114	108	90	121	674	374	32	242	−1,210	−2,375	1,165
1972 1st qtr.	101	108	103	90	107	−36	−62	17	−16	71	−121	192
2nd qtr.	104	108	103	84	115	−27	−106	1	38	112	−64	176
3rd qtr.	104	110	102	82	115	−13	−42	6	−13	−116	−284	163
4th qtr.	108	111	105	83	123	−37	7	24	−6	+2	−208	210
1973 1st qtr.	110	115	111	89	128	257	146	11	32	−184	−351	167
2nd qtr.	109	112	104	86	112	202	61	−9	163	−195	−399	204
3rd qtr.	110	114	109	91	120	94	68	6	22	−274	−606	332
4th qtr.	110	114	109	94	124	121	99	24	25	−557	−1,019	462
1974 1st qtr.	106	114	111	99	111	−258	−100	8	−73	−985	−1,286	301
2nd qtr.	110	112	102	99	107	216	138	42	11	−1,051	−1,361	310
3rd qtr.				95	115		216	−30	−28			
% change last 2 qtrs. on prev. 2 qtrs.	−1.6	−0.9	−2.9	+0.7	−5.9							
on a year earlier	−1.4	−0.6	−1.2	+9.6	−4.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour				Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count		Exports	Imports
				monthly averages										monthly averages	
Base of index	1970	1970	1971		Jan 16, 1962		1970	1970	July 31, 1972					Series in	
£m in base year			15,895	thousands						thousands		thousands		£ million	
1970	100.0	100.0	99.0	91.4	140.2	6.4	100.0	100.0	78.5	568	2.5	186		658	659
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129		733	709
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145		761	818
1973	109.8	110.3	110.7	137.3	179.4	9.2	144.4	123.2•	115.5	581	2.6	304		953	1,151
1972 4th qtr.	105.9	105.7	109.2	144	169.4	7.7	115.6	118.0	107.8	750	3.3	179		871	940
1973 1st qtr.	109.8	109.7	111.8	152	172.4	8.0	126.0	119.5	108.8	667	2.9	228		878	995
2nd qtr.	109.4	109.8	108.3	136	177.9	9.3	133.3	120.1•	112.6	605	2.6	289		931	1,064
3rd qtr.	110.7	111.4	110.6	143	180.2	9.2	150.8	124.2	118.4	562	2.5	334		995	1,197
4th qtr.	109.5	110.4	112.0	119	186.8	10.3	167.6	129.1	120.9	489	2.2	364		1,008	1,348
1974 1st qtr.	103.7	105.8	109.9	103	101.4†	12.9	214.3	138.4	125.0	543	2.4	285		1,124	1,553
2nd qtr.	108.5	109.7	107.5	104	107.5	15.8	215.8	148.9	131.7	552	2.4	309		1,283	1,737
3rd qtr.	109.7	110.9	111.0	108	110.2	17.0	216.1	155.8	142.7	600	2.7	306		1,370	1,759
1973 Sept.	110.8	111.6	110.6	129	181.8	9.3	154.7	125.8	120.0	542	2.4	349		1,043	1,239
Oct.	111.4	112.0	111.2	127	185.4	9.9	161.7	127.7	120.3	512	2.3	363		982	1,385
Nov.	110.4	111.7	112.1	126	186.8	10.3	166.0	129.0	121.0	486	2.2	368		1,022	1,304
Dec.	106.6	107.5	112.6	103	188.2	10.6	175.1	130.6	122.0	470	2.1	362		1,019	1,354
1974 Jan.	101.5	102.5	109.2	93	191.8	12.0	210.7	134.1	123.7	535	2.4	304		1,012	1,391
Feb.	103.3	106.8	110.2	109	101.7†	13.2	215.1	138.5	124.7	549	2.4	278		1,153	1,599
Mar.	108.3	108.1	110.1	106	102.6	13.5	217.0	142.2	126.5	545	2.4	274		1,208	1,675
Apr.	108.1	109.5	108.1	96	106.1	15.2	217.4	146.3	127.6	546	2.4	297		1,255	1,662
May	108.1	108.9	105.8	105	107.6	15.9	216.0	148.9	131.5	548	2.4	314		1,270	1,747
June	109.3	110.8	108.3	111	108.7	16.5	213.9	151.1	136.1	561	2.5	317		1,325	1,802
July	110.0	111.1	109.3	105	109.7	17.1	214.6	153.5	138.7	582	2.6	317		1,322	1,797
Aug.	110.1	111.8	111.5	102	109.8	16.9	216.7	156.1	145.2	606	2.7	298		1,372	1,692
Sept.	109.1	109.8	112.3	118	111.0	17.1	216.3	158.6	145.9	612	2.7	303		1,415	1,788
Oct.			111.6	102	113.2	17.1	223.7 p	162.2 p	148.0	607	2.7	297		1,325 p	1,765 p
Nov.			112 p	95			228.5 p	165.0 p		608 p	2.7 p	276 p			
% change latest 3 months on prev. 3 months	+1.1	+1.1	+2.1	−0.9	+2.5		+3.6	+5.4	+8.1	+7.9		−5.3		+5.0	−1.9
on a year earlier	−0.9	−0.5	+0.5	−17.5	+17.0		+38.6	+27.0	+21.5	+12.9		−13.8		+36.8	+37.0

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

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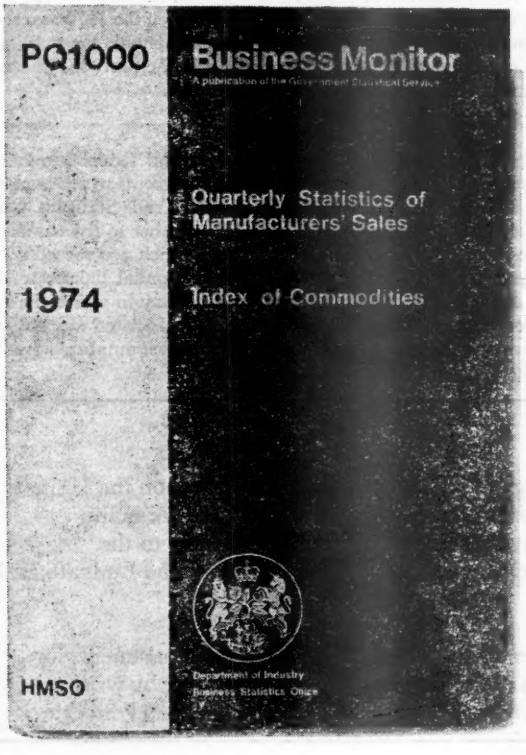
United Kingdom official reserves in November

HM Treasury announce that the UK official reserves increased by $277 million after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $400 million, and drawings of $750 million on the $2,500 million HMG Loan. At the end of November the reserves stood at $7,824 million.

Department of Industry. Business Statistics Office.



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United Kingdom trade. Export and import unit value and volume indices and terms of trade for October

Balance of Payments basis (Table 1)

The export unit value index on a balance of payments basis rose by almost 1 per cent in October; the import unit value index rose by 1½ per cent and the terms of trade fell by half a point.

Taking account of revised figures (see below) the export unit value index in the three months ended October was 5 per cent above the average for the previous three months; the import unit value index was 2 per cent above the average for the previous three months. Excluding fuels the import unit value index in the latest three months shows a rise of 3 per cent above the previous three months.

Overseas Trade Statistics basis (Tables 2 to 4)

Export unit value index numbers

Comparing the average for the three months ended October with the average of the previous three months the export unit value index for non-manufactures rose by 1½ per cent while the index for manufactures rose by 6 per cent. Within manufactures the indices for metals and for machinery and transport equipment showed 6 per cent increases, while those for chemicals and textiles showed increases of 5½ per cent and 4 per cent, respectively.

Import unit value index numbers

Within the 2 per cent rise in the total import unit value index for the three months ended October compared with the previous three months basic materials rose by 4 per cent, manufactured goods by 3½ per cent and food, drink and tobacco by nearly 1 per cent; while the import unit value index for fuels showed a fall of ½ per cent.

Revision and computerisation of the index numbers

An article was published in *Trade and Industry* on 11 October 1973 introducing the series of export and import unit value and volume indices rebased to 1970 = 100, superseding the series based on 1961 = 100. Hitherto the figures from January 1974 have been calculated on the 1961 based series, linked on to December 1973. Figures for 1974 have now been revised and fully rebased and from this month onwards the series will continue on the full 1970 base. (A detailed explanatory article on the rebased series will be published in *Economic Trends* of February or March 1975).

The main difference from the previous run of figures is that the import unit value indices on a balance of payments basis have risen more quickly; between the last quarter of 1973 and the third quarter of 1974 they increased by 38 per cent compared with a 34 per cent increase in the previously published series. Export unit value indices have risen by 23 per cent compared with 26 per cent on the previous run of figures over the same period.

These changes in the series arise from a number of causes, principally the much greater number of headings used in the rebased series, differences in the weighting pattern, revisions to the adjustments between figures on the Overseas Trade Statistics and the Balance of Payments bases, and some corrections to the original Overseas Trade Statistics figures previously published for the early months of 1974. In addition the volume series have been freshly seasonally adjusted.

TABLE 1 Import and export unit value and volume index numbers on a balance of payments basis 1970 = 100

	Unit value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1971	104.7	105.6	100.8	104.2	106.7
1972	109.6	111.0	101.3	116.4	106.7
1973	139.4	125.7	90.1	131.5	119.2
1972 1st quarter	107.1	110.2	102.9	112.1	104.7
2nd quarter	107.6	110.7	103.0	114.3	109.0
3rd quarter	111.4	114.0	102.3	111.0	94.5
4th quarter	116.5	115.1	98.8	129.0	118.9
1973 1st quarter	123.2	119.2	96.7	129.2	116.9
2nd quarter	132.8	123.5	93.0	127.1	119.3
3rd quarter	146.4	128.6	87.9	133.4	121.6
4th quarter	161.8	135.7	83.9	137.4	119.9
1974 1st quarter	194.5	146.4	75.3	134.4	126.0
2nd quarter	218.3	159.1	72.9	135.1	130.8
3rd quarter	223.3	167.4	75.0	134.5	131.6
1973 July	140.7	126.6	89.9	134.1	119.8
August	146.2	128.3	87.8	134.9	121.3
September	152.3	131.0	86.0	131.2	123.7
October	155.1	132.0	85.1	143.9	121.3
November	160.4	135.5	84.5	134.1	123.0
December	169.8	139.6	82.2	134.2	115.3
1974 January	178.2	141.7	79.5	133.2	119.3
February	197.5	146.3	74.1	135.1	128.8
March	208.0	151.7	72.9	135.0	129.9
April	214.8	156.2	72.7	132.2	131.7
May	217.9	158.6	72.8	135.5	130.2
June	222.2	162.6	73.2	137.4	130.6
July	222.3	164.1	73.8	137.5	130.6
August	224.0	167.9	74.9	131.0	130.7
September	223.5	170.2	76.1	135.0	133.6
October p	226.9	171.6	75.6	127.5	125.6
Average three months ending					
July 1974	220.8	161.8	73.3	136.8	130.5
October 1974	224.8	169.9	75.5	131.2	130.0

Note: Figures are shown to one decimal place to assist users, but small month to month movements may have little significance.

† Export Unit Value index as a percentage of the Import Unit Value index.

p Provisional estimates.

The maintenance of the fully rebased series involves the use of a much larger number of trade headings than the 1961 = 100 series. Partly in order to achieve this, the calculation of the 1970 bases series has now largely been computerised. This will enable the publication of the monthly indices much sooner than in the past; the figures for November will be published on 19 December.

Note

Table 1 is on a balance of payments basis and Tables 2 to 4 are on an Overseas Trade Statistics basis. The adjustments which have been made to the figures recorded in the Overseas Trade Statistics to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. The adjustments are described in detail in the Annual Balance of Payments Pink Book. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* on 26 May 1971.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

TABLE 2 Import and export unit value index numbers (unadjusted) (Overseas Trade Statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.9	107	102	122	101	105.6	107	105	102	102	99	110	102
1972	109.1	114	106	123	105	111.0	114	111	104	104	100	118	107
1973	138.1	150	141	164	127	125.5	139	124	114	123	115	128	125
1972 1st quarter	106.3	111	101	120	103	110.3	110	110	105	102	98	118	106
2nd quarter	107.4	112	104	120	104	110.8	112	111	104	104	100	119	104
3rd quarter *	110.8					114.1							
4th quarter	115.8	122	115	127	111	116.1	118	115	107	107	103	122	113
1973 1st quarter	122.2	132	124	136	115	119.1	127	118	109	112	108	124	118
2nd quarter	131.8	146	135	144	122	123.5	132	122	112	120	113	128	123
3rd quarter	144.7	159	147	162	134	128.4	141	127	115	126	120	131	130
4th quarter	159.5	172	162	215	143	135.3	158	133	125	136	129	135	133
1974 1st quarter	190.2	183	184	393	155	146.4	184	142	143	142	143	143	138
2nd quarter	211.3	191	207	485	167	159.1	210	153	168	158	164	149	143
3rd quarter	216.2	193	218	482	173	167.4	214	162	179	166	177	158	150
1973 July	139.0	152	140	152	130	126.5	138	125	112	124	116	130	128
August	144.5	160	146	163	134	128.2	140	127	115	126	120	130	130
September	150.4	166	154	171	139	130.6	144	129	117	127	123	132	133
October	153.8	169	159	183	140	131.6	145	130	121	131	126	133	130
November	158.5	171	161	210	142	135.1	153	133	125	138	130	135	132
December	166.2	175	165	252	146	139.2	174	135	128	140	132	136	136
1974 January	176.9	178	172	316	150	141.6	173	138	131	139	137	140	136
February	191.8	181	184	409	156	146.1	185	141	143	141	142	142	138
March	201.8	188	195	455	159	151.6	194	146	154	146	150	146	139
April	208.6	188	202	485	164	156.1	206	150	159	152	162	147	143
May	210.7	191	208	480	166	158.5	210	152	169	158	162	149	141
June	214.6	194	211	491	170	162.6	214	156	177	164	167	152	146
July	215.0	193	215	486	171	164.0	211	158	175	165	173	155	145
August	217.3	194	220	478	175	168.0	215	162	180	167	179	157	151
September	216.4	193	221	481	173	170.1	215	165	181	167	178	162	154
October	219.4	196	219	491	176	171.6	214	167	188	172	176	164	154
Average three months ending													
July 1974	213.4	193	211	486	169	161.7	212	156	174	162	167	152	144
October 1974	217.7	194	220	483	175	169.9	215	165	183	169	178	161	153

* Details not shown due to distortion by dock strike.

TABLE 3 Import and export volume index numbers (unadjusted) (Overseas Trade Statistics basis) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1971	104.8	100	91	109	110	109.0	104	110	110	106	107	108	119
1972	116.0	102	93	109	131	111.4	109	112	118	111	108	106	128
1973	132.6	103	104	112	159	126.4	124	128	143	127	123	117	148
1972 1st quarter	115.5	105	90	122	126	107.6	103	109	113	108	103	104	122
2nd quarter	116.8	105	94	111	130	117.4	112	119	130	116	115	112	134
3rd quarter *	106.2					92.4							
4th quarter	126.8	108	104	108	147	126.6	134	126	131	129	126	120	138
1973 1st quarter	134.4	112	105	113	158	121.8	115	124	135	124	121	115	141
2nd quarter	130.8	103	103	115	156	127.7	118	131	147	135	125	121	146
3rd quarter	129.1	95	106	110	155	122.0	123	123	141	120	110	112	147
4th quarter	138.2	103	106	114	168	133.5	139	133	148	130	127	123	155
1974 1st quarter	135.1	97	94	114	169	128.6	128	130	168	138	126	117	140
2nd quarter	139.5	101	98	113	174	137.5	128	140	177	141	116	127	168
3rd quarter	131.1	96	95	111	164	132.3	127	134	171	113	105	126	157
1973 July	133.2	97	104	104	165	129.5	122	132	145	134	122	124	150
August	130.9	95	111	134	152	123.6	126	124	148	119	110	112	149
September	123.0	92	104	93	149	112.9	121	113	130	109	98	101	143
October	152.6	110	124	135	183	139.3	149	140	158	140	137	127	162
November	139.8	108	104	112	169	141.5	151	141	154	134	131	128	172
December	122.4	92	90	94	152	119.7	118	119	133	115	113	113	130
1974 January	133.7	98	99	119	162	119.3	119	120	155	133	117	113	114
February	129.5	88	88	104	166	130.2	140	130	174	137	130	115	140
March	142.2	105	95	118	178	136.3	123	139	174	145	131	122	164
April	138.2	99	93	107	176	134.0	121	137	175	147	113	125	156
May	144.1	107	100	120	178	147.9	143	150	187	152	122	135	183
June	136.2	98	100	111	169	130.5	119	133	168	125	111	120	164
July	146.4	111	100	108	185	147.7	142	148	190	126	115	139	176
August	121.7	88	95	96	150	123.4	119	124	169	108	99	116	141
September	125.3	91	91	99	156	125.8	118	129	155	107	102	123	153
October	142.1	103	96	121	178	146.4	138	148	184	123	125	141	169

* Details not shown due to distortion by dock strike.

TABLE 4 Import and export volume index numbers (seasonally adjusted) (Overseas Trade Statistics basis) 1970=100

	Imports					Exports						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods: Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1972 1st quarter	112.6	100	92	115	123	109.2	108	110	115	108	106	105	123
2nd quarter	113.2	102	94	106	125	113.2	111	115	120	112	110	107	133
3rd quarter *	111.3					99.3							
4th quarter	127.4	107	103	109	150	123.8	123	125	134	124	120	119	137
1973 1st quarter	128.4	105	105	105	150	123.1	120	125	137	126	126	114	143
2nd quarter	128.0	101	103	111	151	125.3	120	128	139	132	124	116	151
3rd quarter	136.8	102	104	119	166	129.9	131	130	147	130	121	122	148
4th quarter	137.9	102	103	114	170	128.3	124	129	149	122	120	118	151
1974 1st quarter	134.8	97	99	110	168	131.9	136	132	172	140	129	118	142
2nd quarter	137.2	99	98	109	169	134.9	130	137	170	138	114	124	167
3rd quarter	135.7	102	92	108	170	138.5	133	140	176	123	113	133	159
1973 July	135.3	100	102	115	164	126.6	124	128	141	134	122	119	147
August	139.7	104	102	137	167	130.3	139	129	151	129	121	121	140
September	135.3	101	108	106	166	132.6	130	133	148	126	122	125	157
October	142.6	104	116	132	171	129.0	127	130	150	122	124	119	154
November	136.8	101	100	109	169	131.8	131	131	152	123	119	120	158
December	134.3	103	95	102	171	123.9	113	124	146	120	117	115	142
1974 January	130.9	95	95	111	162	124.3	124	123	163	136	125	115	116
February	137.1	96	96	108	174	137.5	155	137	183	143	136	121	150
March	136.3	99	106	111	168	133.8	128	134	169	141	125	117	160
April	135.3	99	96	104	169	135.9	124	141	172	150	115	128	171
May	137.0	100	96	112	166	134.5	139	134	168	137	113	121	161
June	139.4	99	103	112	173	134.4	126	137	169	128	115	123	169
July	140.0	109	94	112	173	137.1	140	137	177	122	109	126	164
August	133.9	99	91	103	169	137.9	135	138	178	125	112	131	152
September	133.2	97	91	109	168	140.4	123	145	172	120	117	143	160
October	131.7	96	89	114	165	133.9	118	137	172	108	109	131	160
Average three months ending													
July 1974	138.8	103	98	112	171	135.3	135	136	171	129	112	124	165
October 1974	132.9	97	90	109	167	137.4	126	140	174	118	113	135	157

* Details not shown due to distortion by dock strike.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 6 December 1974.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of fim	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Man About the House	BR/E 37839/8/12/79	90	4 December	EMI Film Distributors Ltd.	Hammer Film Productions Ltd.
The Abdication	BR/E 37834/8/12/79	103	5 December	Columbia Warner Distributors Ltd.	Warner Bros. Production Ltd.
Snow Children	BR/E 37843/8/12/79	23	5 December	EMI Film Distributors Ltd.	EMI Film Productions Ltd.
Movietone News 2374	BR/E 37594/8/12/79	7	6 December	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2374A	BR/E 37595/8/12/79	8	6 December	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Fantastic Planet	EC 37840/8/12/79	72	5 December	Hemdale Film Distributors Ltd.	Les Films, Armorial, Paris and Ceskoslovensky Filmexport, Prague.
			FOREIGN		
Breezy	F 37835	107	3 December	Cinema International Corporation (UK)	Universal Pictures, California.
The Midnight Man	F 37836	117	4 December	Cinema International Corporation (UK)	Universal Pictures, California
Sexier Than Sex	F 37837	85	4 December	English Film Co. Ltd.	Swedish Film Productions, Sweden
Scenes From A Marriage	F 37838	168	4 December	Gala Film Distributors Ltd.	Svensk Filmindustri, Stockholm
Crystal Voyager	F 37841	78	5 December	Hemdale Film Distributors Ltd.	Albert Falzon Productions Pty. Ltd., Sydney
Hansel And Gretel	F 37842	52	5 December	Hemdale Film Distributors Ltd.	Schongerfilm, Munich

Amendment to the Register:
The registration number of the film 'The Amazons', registered on 11 November 1974, has been amended to EC 37783/17/11/79 and the maker's name to read Monteluce Film SpA, Rome and Film Boitie, Paris.

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Provisional estimates of vehicle production and new car registrations in November

Tables 1 and 2 show United Kingdom vehicle production as estimated from provisional returns supplied by the major manufacturers.

Table 3 shows provisional estimates of new car registrations. These are based on the number of registration applications received by the Department of Environment up to the end of November. They include an estimate for timing disparities in the arrival of documents (eg late applications) at the Licensing Directorate at Swansea. These provisional estimates, the first on the new basis, should be regarded as more than usually tentative.

TABLE 1 Estimated UK vehicle production in November 1974

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output:				
1974 (4 weeks ended 23 Nov.)	138,000	34,500	38,000	9,500
1973 (4 weeks ended 24 Nov.)	154,745	38,686	31,149	7,787
Percentage change		−11		+22

TABLE 2 UK vehicle production: Monthly averages seasonally adjusted

Thousands

	1973	1974						Average of		
	4th qtr.	1st qtr.	2nd qtr	3rd qtr.	Sept.	Oct.	Nov.	June/ Aug. 1974	Sept./ Nov. 1974	% change
Cars	149	118	138	133	94	125	137 p	148	119 p	−20
Commercial vehicles	33.6	28.9	33.9	38.0	34.9	35.0	35.6 p	37.5	36.2 p	−4

TABLE 3 New car registrations

Thousands

	1974							Per cent change latest 3 months on previous 3 months
	1st qtr.	2nd qtr.	3rd qtr.	Aug.	Sept.	Oct.	Nov.	
Recorded	327.3	330.2	330.8	134.1	106.2	94.5	87 p	
Seasonally adjusted	308	312	325	102	118	102	95 p	−1

p = provisional

Detailed figures for the period are due to be published later this month.

Turnover of the catering trades in October

The total turnover of the catering trades in the three months period August to October 1974 was just over 6 per cent higher than the preceding three months, at current prices, after allowing for normal seasonal movements. This is a continuation of the rather faster rate of increase that has been evident recently.

Recent percentage increases compared with the year earlier (not seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1974 2nd quarter	13	14	11	13	15 r
3rd quarter	15	16	13	16	18
October	18	17	16	19	20

Turnover for all caterers in the three months August to October of 1974 was 16 per cent more than in the same period last year. All components of the index showed similar improvements in turnover compared with recent experience. Over this period, turnover by the largest component of the index, public houses, increased by 17 per cent and a similar increase was recorded by licensed hotels and holiday camps. Restaurants, cafes and fish and chip shops increased turnover by 14 per cent and canteens the smallest component of the index by 19 per cent.

Note: Indices and percentage changes for canteens for the months of April, May and June of 1974 have been revised to take into account additional information.

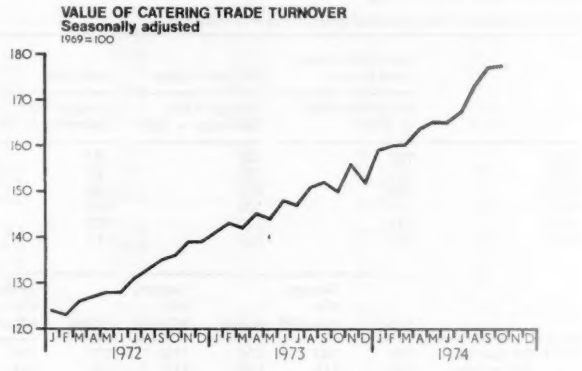
VALUE OF CATERING TRADE TURNOVER
Seasonally adjusted
1969 = 100
180
170
160
150
140
130
120
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1972
1973
1974

TABLE 1 Turnover of all caterers seasonally adjusted

Index numbers of turnover per week (†) 1969 = 100

		Value at current prices (turnover in 1969 – £2,533 million)
1969		100
1970		108
1971		118
1972		131
1973		148
1970	1st quarter	105
	2nd quarter	108
	3rd quarter	109
	4th quarter	111
1971	1st quarter	115
	2nd quarter	117
	3rd quarter	119
	4th quarter	122
1972	1st quarter	125
	2nd quarter	128
	3rd quarter	133
	4th quarter	138
1973	1st quarter	142
	2nd quarter	146
	3rd quarter	150
	4th quarter	153
1974	1st quarter	160
	2nd quarter	165 r
	3rd quarter	173
1974	January	161
	February	160
	March*	160
	April	164 r
	May	165
	June*	164
	July	167
	August	173
	September*	177
	October	177
1974	May-July	167
	August-October	176
Percentage increase		6

† The monthly periods consist of four weeks except those marked * which are of five weeks. The October 1974 period was the four weeks from 29 September 1974 to 26 October 1974; the October 1973 period was the four weeks from 30 September 1973 to 27 October 1973.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published in November 1972 under the title *Catering Trades 1969: Statistical Inquiry* (HMSO 32p net).

r = Revised figure.

Made-up clothing: orders and deliveries

In the three months ended August 1974, deliveries by the clothing industry were provisionally estimated to have been 6 per cent higher than in the preceding three months. Net new orders however were 9 per cent lower and orders-on-hand at the end of August were 8 per cent below the end May level.

(These comparisons are based on the seasonally adjusted series in the accompanying table.)

Made-up clothing

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1971 1st quarter	100	107	106	110	107	104
2nd quarter	123	115	117	111	101	104
3rd quarter	103	110	92	101	103	104
4th quarter	119	119	117	109	105	104
1972 1st quarter	107	113	99	105	107	105
2nd quarter	124	116	117	110	104	106
3rd quarter	112	120	100	112	108	109
4th quarter	125	125	124	113	116	115
1973 1st quarter	144	153	126	131	116	112
2nd quarter	175	163	136	131	116	120
3rd quarter	150	160	102	114	115	116
4th quarter	155	155	130	118	121	119
1974 1st quarter	155	164	106	111	102	100
2nd quarter p	163	152	116	111	107	110
1973 January	137	134	116	134	100	111
February	137	141	125	132	124	118
March	144	153	137	126	123	108
April	155	164	138	142	120	123
May	169	155	141	114	112	117
June	175	163	129	138	117	119
July	161	158	90	110	111	117
August	157	167	97	121	103	114
September	150	160	118	109	130	117
October	160	161	166	132	138	122
November	165	154	141	112	129	122
December	155	155	82	109	95	114
1974 January	158	155	91	110	87	101
February	160	165	116	122	102	97
March	155	164	110	101	116	101
April p	163	173	127	130	109	111
May p	173	158	127	103	102	107
June p	163	152	95	101	111	113
July p	150	148	82	100	108	113
August p	138	146	83	104	101	113

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January – September 1974 the amount of cloth woven was 7 per cent lower than in the corresponding period of 1973. Production of single yarn decreased by 9 per cent and doubled yarn by 11 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1973 January*	2.5	1.7	1.6		9.3	9.7
February	2.6	1.9	1.7		10.0	10.2
March	2.5	2.0	1.8		10.0	10.4
April	2.2	1.7	1.6		8.8	9.4
May*	2.5	2.0	1.8		9.5	10.1
June	2.0	1.8	1.5		9.5	10.1
July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8
August	2.2	2.0	1.6		8.6	10.8
September	1.8	1.5	1.3		6.8	9.9

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

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This is the fifth edition of a book which deals with all aspects of design as handled by industry, including the relationship between interested parties such as the artist and the manufacturer or the licenser and licensee, the prevention of infringement and the relief which may be obtained if infringement occurs. The requirements for obtaining registration, when this is necessary, are fully described, and the principles and practice of actions for infringement are given ample coverage.

The texts of all relevant Acts and Rules (as amended by subsequent legislation, are included as Appendices: the Registered Designs Act 1949, Copyright Act 1956, Defence Contracts Act 1958, Patents and Designs (Renewals, Extensions and Fees) Act 1961, Design Copyright Rules 1949, Registered Designs Appeal Tribunal Rules 1950, Registered Designs Appeal Tribunal (Fees) Order 1973 and Designs (Amendment) Rules 1955.

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Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in September 1974 was 14 per cent lower than in September 1973. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January – September 1974 woven fabrics (excluding blankets) were 7 per cent less than in the corresponding period of 1973; deliveries of worsted yarn (excluding semi-worsted yarn) were 13 per cent less but that of man-made fibre tops 6 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter		10.0	14.0	28.0	20.6	23.0	19.4	6.4
1973 January	14.3	6.8	4.2	12.9	9.5	8.7	8.2	3.3
February	12.3	6.1	4.0	11.3	8.6	7.9	7.7	2.5
March	14.1	7.0	5.1	12.6	9.7	9.3	8.6	2.8
April	11.4	5.6	4.6	10.3	7.8	7.5	7.1	2.5
May	11.5	5.5	4.9	11.1	8.5	9.7	7.4	2.5
June	12.0	5.5	4.4	12.1	8.3	9.9	7.2	2.3
July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	1.03	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.6	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September		3.6	4.2	9.7	6.8	7.9	6.8	2.6

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In September deliveries of semi-worsted yarn were 0.9 million kilos.

Exports of wool textile products

	Total	Wool tops		Yarns		Woven fabrics (‡)		Other wool textile products (†)
	£m.	£m.	Mn. Kilos	£m.	Mn. Kilos	£m.	Mn. sq. metres	£m.
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1971 1st quarter	23.30	4.04	4.40	5.21	3.50	13.18	11.60	0.87
2nd quarter	29.43	4.32	4.85	6.44	4.61	17.42	14.34	1.25
3rd quarter	26.21	4.12	4.74	5.37	3.54	15.45	14.10	1.27
4th quarter	27.89	3.80	4.66	6.26	4.22	16.52	14.26	1.31
1972 1st quarter	24.72	4.00	4.71	6.06	4.22	13.66	12.14	1.00
2nd quarter	31.35	5.24	5.84	7.61	5.28	17.27	14.41	1.23
3rd quarter	26.41	3.96	4.03	5.81	3.79	15.53	13.27	1.12
4th quarter	36.01	6.59	5.93	7.81	4.84	20.03	16.51	1.59
1973 1st quarter	37.85	9.38	6.31	8.97	5.10	18.25	14.26	1.25
2nd quarter	46.56	11.04	8.10	9.53	4.88	24.48	16.57	1.51
3rd quarter	43.93	9.36	2.81	9.09	4.20	23.89	15.50	1.59
4th quarter	43.99	8.28	4.14	9.36	4.11	24.47	14.05	1.88
1974 1st quarter	45.05	8.55	9.65	10.47	4.20	24.44	13.50	1.58
2nd quarter	51.23	7.82	..	12.08	4.52	29.52	14.63	1.81
3rd quarter	42.27	4.86	..	9.56	3.43	26.23	12.84	1.62

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets: travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lambs' wool of fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

(‡) Excluding mechanical cloths from January 1970.

Retail sales: provisional estimates for November

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in November is 112 (1971 = 100), much the same as in the previous three months.

The estimate suggests that the underlying trend in the volume of trade has continued to be broadly flat, following the recovery around the middle of the year. In these last four months, the average volume of sales has been just above the average level of the second half of last year.

In the five months July-November, the average volume of retail sales was 2½ per cent above the average level in the first half of the year, when trade was relatively depressed.

Taking the first eleven months of the year together, the average volume of sales was ½ per cent below the average level in the corresponding period of 1973.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of retail sales in November shows a rise of 19 per cent compared with November last year. On the longer term comparison, the cumulative value of sales in the first eleven months of this year was 15 per cent above the corresponding period last year.

Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1973 1st quarter	111.8	1973 1st quarter	+16
2nd quarter	108.3	2nd quarter	+12
3rd quarter	110.6	3rd quarter	+12
4th quarter	112.0	4th quarter	+13
1974 1st quarter	109.9	1974 1st quarter	+11
2nd quarter	107.5	2nd quarter	+15
3rd quarter	111.1	3rd quarter	+18
1973 August	110.7	1973 August	+12
September	110.6	September	+13
October	111.2	October	+14
November	112.1	November	+14
1974 August	111.5	1974 August	+18
September	112.3	September	+19
October	111.6	October	+18
November	112 (prov.)	November	+19 (prov.)

Notes: provisional figures

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 September 1974.

The provisional figures are made available by press notice in advance of this article.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Wholesale price indices in November

The price index of materials and fuel purchased by manufacturing industry other than food, drink and tobacco industries increased in November by ¼ per cent to 237.6 (1970 = 100). Small increases in the cost of crude oil, electricity and imported woodpulp were nearly offset by decreases in the cost of rubber, silver, raw cotton and shellac.

The rise of 7.5 per cent, to 207.4, in the provisional index for materials and fuel purchased by the food manufacturing industries was mainly due to higher prices for sugar, and also for tea, imported and home-produced cereals, and milk for liquid consumption. Higher prices for these commodities were partly offset by lower prices for, in particular, imported vegetable oils, oilseeds and oilcake.

The provisional price index for home sales of manufactured products rose by 1¾ per cent to 165.0 in November. The average monthly increase in the three months September to November was 2 per cent, on revised figures, following an average increase of 1½ per cent in the preceding three months, June to August. More than half of the November increase was caused by a rise of 3¾ per cent in the index of the food manufacturing industries which reflected higher output prices for sugar and milk among other foods.

1970 = 100

	1974		
Output prices (home sales)	September	October p	November p
All manufactured products	158.6	162.2	165.0
Products of manufacturing industries other than food, drink and tobacco industries	164.9	169.2	171.0
Products of the food manufacturing industries	167.7	172.4	179.0
Prices of materials and fuel purchased			
By all manufacturing industry	216.3	223.7	228.5
By all manufacturing industry other than food, drink and tobacco industries	229.7	237.2	237.6
By food manufacturing industries	185.1	193.1	207.4

p = provisional.

The full article on wholesale price index numbers will be published next week.

The Bankruptcy Acts 1914 and 1926

The number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended 30 September 1974, and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four quarters are as follows:

Receiving Orders and Administration Orders	3rd qtr. 1974	2nd qtr. 1974	1st qtr. 1974	4th qtr. 1973	3rd qtr. 1973
High Court	227	297	363	319	197
County Courts	1,128	1,017	931	731	656
Total	1,355	1,314	1,294	1,050	853
Deeds of Arrangement					
Total number registered	22	27	26	21	17

Information regarding the quarter ended 30 September 1974 was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated 12 November 1974.

Cinema admissions and takings in September

During September, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 2.82 million and the weekly average of gross box office takings, including VAT was £1.43 million. The comparable figures for September 1973 were 3.15 and £1.40 million respectively.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	30 May 1974
Balance of payments:	
current account (M)	21 Nov. 1974
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	This week
Business names and limited partnerships (A)	7 Mar. 1974
Capital expenditure: manufacturing, distributive and service industries (Q)	5 Dec. 1974
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	14 Nov. 1974
Companies:	
acquisitions and mergers (Q)	28 Nov. 1974
new registrations:	
Liquidity	This week
Gt. Britain (M)	28 Nov. 1974
N. Ireland (M)	24 Oct. 1974
Construction work overseas (A)	17 Oct. 1974
Energy trends (M)	5 Dec. 1974
Engineering industries: sales and orders (M)	21 Nov. 1974
Film industry:	
British Film Fund Agency returns (M)	21 Nov. 1974
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	1 Aug. 1974
registration of films (A)	31 Jan. 1974
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	14 Nov. 1974
Footwear industry: production, orders and deliveries (M)	28 Nov. 1974
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	14 Nov. 1974
Hire-purchase business (M)	5 Dec. 1974
Industrial production:	
index numbers (M)	21 Nov. 1974
N. Ireland index (M)	21 Nov. 1974
Wales index (Q)	11 Apr. 1974
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1974
investment and earnings overseas (A)	13 June 1974
Machine tools: sales and orders (M)	7 Nov. 1974
Man-made fibres:	
deliveries (Q)	28 Nov. 1974
production (M)	28 Nov. 1974
production: quarterly analysis (Q)	28 Nov. 1974
Motor industry:	
car and commercial vehicle production (M)	28 Nov. 1974
estimated figures (M)	This week
motor trade turnover (Q)	21 Nov. 1974
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	27 June 1974
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	This week
value: analysis of trends (Q)	26 Sept. 1974
(*see also* Balance of payments)	
Paper and board production (M)	21 Nov. 1974
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	21 Nov. 1974
Retail prices index (M)	21 Nov. 1974
Retail trades:	
sales (M)	5 Dec. 1974
provisional figures (M)	This week
sales, N. Ireland (M)	5 Dec. 1974
stocks (M)	21 Nov. 1974
Royalties: overseas transactions (A)	27 June 1974
Shipping: nationality of vessels in UK sea-borne trade (A)	6 Dec. 1973
Steel consumption and stocks (Q)	21 Nov. 1974
Stocks:	
manufacturers' and distributors' (Q)	5 Dec. 1974
retail (M)	21 Nov. 1974
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	19 Sept. 1974
cotton industry production (M)	This week
hosiery production (M)	19 Sept. 1974
made-up clothing: orders and deliveries (M)	This week
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	28 Nov. 1974
wool exports (Q)	This week
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	7 Nov. 1974
overseas travel and tourism (A)	21 Feb. 1974
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	This week

Department organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1974
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	This week
ECGD local offices	7 Nov. 1974
Guide to Departments	This week
Official Receivers' offices	This week
Programme of trade promotions	17 Oct. 1974
Release dates of economic statistics	28 Nov. 1974

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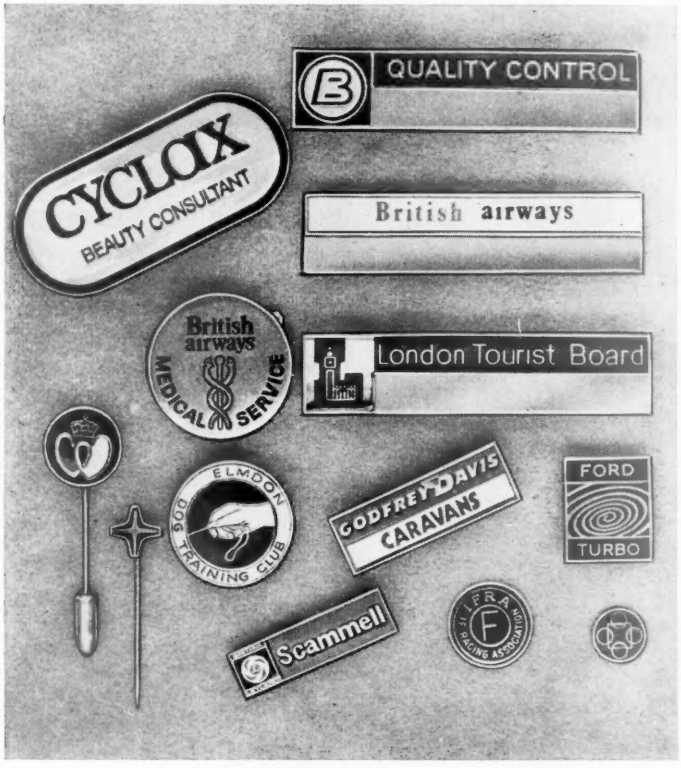

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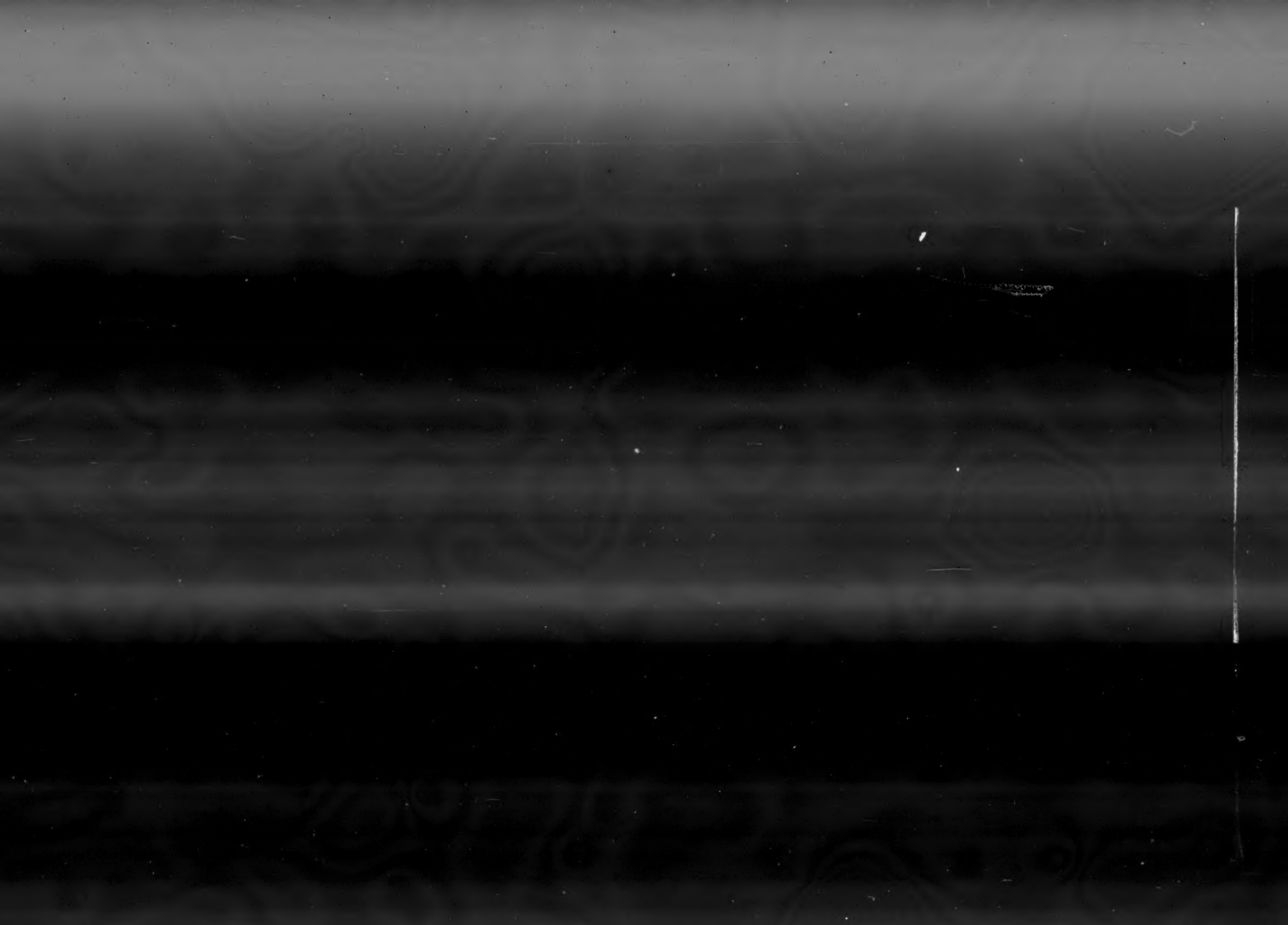
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